

# SPOTLIGHT

JUNE 2016

PUERTO RICO

2016 CONVENTION

# CELEBRATING EXCELLENCE WITH EXCELLENCE



## LEARNING TO CELEBRATE SUCCESS IS A KEY COMPONENT OF LEARNING HOW TO WIN... — DOUGLAS CONANT

**T**HIS YEAR'S CONVENTION IN PUERTO Rico once again did the impossible—it outdid last year's Convention. I used to ask myself how it was possible that each year's Convention became the best ever, but I realized a long time ago it's because a lot of people work really hard behind the scenes to make sure that happens.

**Roger Smith**  
Chief Executive Officer  
AIL & NILICO

It literally takes dozens of people just shy of two years to plan and execute an AIL/NILICO Convention. They're working on the next one well before the current one is over. The object, of course, is that attendees feel celebrated and appreciated in first-class style at each event. Menus, seating, décor, lighting, music — nothing is left to chance.

And our staff had their work cut out for them this year with more than 850 qualifiers — the largest Convention in AIL history! Compare that to less than 200 qualifiers for our New Orleans Convention in 1999. We had the entire resort to ourselves, and even at that, we were bursting at the seams. What a great problem to have! From the Welcome Reception to General Session to Awards Night and the huge final party, everything was first class all the way.

Although each event at Convention is special in its own right, it all comes down to Awards Night. After all, this is where our top producers are recognized both by the Company and by their peers as the champions they are. To paraphrase Brad Goreski, I love Awards Night: happy people coming together to celebrate in great clothes. It truly is my favorite night of the year.

Besides Awards Night, another of my favorite events is the First-Timers' Reception.

And this year was a record crowd for those qualifying for Convention for the first time. The reason I enjoy this event is that it's their first taste of what Convention is all about. Many of them have never experienced the deluxe treatment before and it's fun to watch them and their guests enjoy hospitality AIL/NILICO style for the first time.

How many people can say they partied all day on a private island with 1,700 of their closest friends? Everyone who attended the final bash on Palomino Island, that's who! Diving, snorkeling, wave runners, catamarans, horseback riding, volleyball, beach spa services, food, music, and dancing were just some of the ways attendees found to spend their time.

In addition to the recognition and celebrating, Convention is always a great time to connect with the AIL family. Reconnecting with old friends and making new ones in Paradise... who could ask for more? Many a lasting bond has been formed at Convention.

Congratulations to all our award winners. And if you didn't qualify this year, you still have time to secure your place for next year. I promise there's room for you in Cancun.

## SPOTLIGHT

www.arc.aillife.com/arc/spotlight  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

# JUNE 2016

VOL. 49 NO. 6

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

Effective Jan. 1, 2016, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **71.0%**  
Net to Gross: **80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 07/29** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 07/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 07/29** before 2:00 p.m. CST to count for **July** production.

# \$4,297,391

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 26-33**.



**\*Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2017 Awards Presentation are: the top SGA from each Category I-VIII based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2017 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Moon Palace Resort in Cancun! The convention will be held May 18-21, 2017.



**LOOK FOR ME!**

# ANNIVERSARIES

## 35 YEARS OF SERVICE

Bert Feldman, AGT  
**34 YEARS OF SERVICE**  
 George Farenthold, PR  
**23 YEARS OF SERVICE**  
 Patr ce Amador, MGA  
**22 YEARS OF SERVICE**  
 Brian Traboulay, SGA  
**21 YEARS OF SERVICE**  
 Cheryl Cook, PR  
**20 YEARS OF SERVICE**  
 Sandra Knapp, PR  
 Patrick Parisi, AGT  
**18 YEARS OF SERVICE**  
 Preeti Sahgal, AGT  
**17 YEARS OF SERVICE**  
 Julie Aprahamian, AGT  
 Mario Soljan, PR  
**16 YEARS OF SERVICE**  
 Lorena Barriere, MGA  
 Elizabeth Hodgson, GA  
**15 YEARS OF SERVICE**  
 Susan Bergh, AGT

Christopher Hernandez, SGA  
 Cas Robinson, PR  
 Jeremy Welch, SGA  
 Matthew Wolfanger, AGT  
**14 YEARS OF SERVICE**  
 Robert Boyer, AGT  
 Chad Deley, SGA  
 Daniel Potilechio, AGT  
**13 YEARS OF SERVICE**  
 Samson Adelfufosi, AGT  
 Micah Cohen, SGA  
 William Gordon, AGT  
**12 YEARS OF SERVICE**  
 Nicholas Engraw, RGA  
 Rita Haidinger, RGA  
 Michael Laramie, RGA  
 Randy Teyssier, RGA  
**11 YEARS OF SERVICE**  
 David Guzman, MGA  
 Natalie Linker, MGA  
 Ryan Tucker, RGA  
**10 YEARS OF SERVICE**  
 Mathew Mealey, RGA

**9 YEARS OF SERVICE**  
 Robert Granzow, AGT  
 Lori Vaughn, PR  
 Daniel Walton, GA  
**8 YEARS OF SERVICE**  
 Thomas Vena, RGA  
**7 YEARS OF SERVICE**  
 Shannon Bennett, PR  
 Amandeep Gill, AGT  
 Pelenatete Lamsam, AGT  
 Katie Massart, AGT  
 Jesse Rennich, MGA  
 Lisa Richardson, RGA  
 Samvel Tigranyan, AGT  
**6 YEARS OF SERVICE**  
 Charles Belt, SA  
 Jordan Chalom, RGA  
 Michael Clemente, MGA  
 Oscar Flores-Najarro, AGT  
 Erna Gasanin, GA  
 Laaina Havea, GA  
 Melne Hughes, RGA  
 Eric Peyton, SA

Patrick Rieger, RGA  
 David Rockway, AGT  
 Tami Williams, PR  
**5 YEARS OF SERVICE**  
 Zachary Bradshaw, AGT  
 Carlo Buhay, GA  
 Liz Corley, PR  
 Christa Davis, PR  
 Dion Dizon, PR  
 Brian Gilmore, MGA  
 Daymon Green, GA  
 Jenna Grula, GA  
 Cristi Huffman, AGT  
 Stefan Johannsson, GA  
 Darrell Nelsen, MGA  
 Salman Satti, RGA  
**4 YEARS OF SERVICE**  
 Jocelyn Bolito, GA  
 Michael Coulthard, GA  
 Edward DeFurio, AGT  
 Robin Delahoussaye, AGT  
 Vicky Ducharme, AGT  
 Kelvin Fernandez, GA

Ronald Fitzgerald, AGT  
 Taurean Flournoy, MGA  
 Micah Focken, GA  
 Calvin Irving, GA  
 Jennifer Judd, AGT  
 Avi Kauderer, RGA  
 Michael Tribbitt, GA  
 Derek Wright, MGA  
**2 YEARS OF SERVICE**  
 Alisha Anderton, GA  
 Gordon Biggums, AGT  
 James Cassie, AGT  
 Diego Chavez Arcia, GA  
 Jacob Davis, SA  
 Hamilton Cribbs, MGA  
 Daniel Frank, MGA  
 Phillip Goodwin, GA  
 Mandy Johnson, GA  
 Stephanie Kell, MGA  
 Jordan Kness, GA

Henry McCormick, GA  
 Kristina McLain, AGT  
 Brandon Mogel, GA  
 Ashley Ruhl, GA  
 Patricia Smedal-Summers, AGT  
 Michael Tribbitt, GA  
 Derek Wright, MGA  
**2 YEARS OF SERVICE**  
 Alisha Anderton, GA  
 Gordon Biggums, AGT  
 James Cassie, AGT  
 Diego Chavez Arcia, GA  
 Jacob Davis, SA  
 Hamilton Cribbs, MGA  
 Daniel Frank, MGA  
 Phillip Goodwin, GA  
 Mandy Johnson, GA  
 Stephanie Kell, MGA  
 Jordan Kness, GA

Junbin Koh, AGT  
 Matthew Kurey, GA  
 Zachary Lakatos, SA  
 Michael May, AGT  
 Vincent Meyer, AGT  
 Kristina Moore, MGA  
 London Nelson, RGA  
 Joel Nunez, SA  
 Matthew Obringer, AGT  
 Elaine O'Neill, AGT  
 Christabel Ornelas, GA  
 Colin Quigley, AGT  
 Jonathan Rice, MGA  
 Rosa Rodriguez, AGT  
 Christopher Ross, SA  
 John Russo, SA  
 Sean Smith, AGT  
 Kimberle Spooner, GA  
 Richard Tabanji, SA  
 Robert Weaver, SA  
 Travis White, GA  
**1 YEAR OF SERVICE**  
 Asad Ahmed, GA

Ewald Anderl, AGT  
 Alan Arellano, SA  
 William Barta, AGT  
 Dina Boghdady, SA  
 George Bort, SA  
 Sharon Briscoe, AGT  
 Karen Burg, AGT  
 Marie Campbell, SA  
 Dale Canterbury, AGT  
 LaKatta Carey, GA  
 Shelliton Carson, AGT  
 John Carter, AGT  
 Crystal Cepeda, AGT  
 Skylar Chauvin, GA  
 Benjamin Cioci, SA  
 James Clark Jr, AGT  
 Craig Clever, SA  
 Edill Cobos, SA  
 Ariel Demesa, GA  
 Luc Do, SA  
 Gerald Dodson, SA  
 Luz Echeverria, AGT  
 Maxon Elozier, AGT

Charles Floyd, AGT  
 Diallo Fon, AGT  
 Havea Fonua, AGT  
 Brendan Franklin, AGT  
 Katherine Garcia, AGT  
 Michael Givens, AGT  
 Benjamin Goff, AGT  
 Brenda Goff, SA  
 Connie Halapy, AGT  
 Richard Halliday, SA  
 Jacob Halliwell, AGT  
 Austin Hamilton, AGT  
 Lazette Hamilton, AGT  
 Andres Medina-Carretero, SA  
 Eleza Michaels, AGT  
 Joshua Miker, SA  
 Mark Hoban, MGA  
 Ryan Hume, SA  
 Chirotam Ilokuvu, SA  
 Chelsea Johnson, AGT  
 Adonica Jones, AGT  
 James Jones, SA  
 Yolanda Jones, AGT

Michael Joyce, GA  
 Leon Keith, AGT  
 Stephen Kennedy, AGT  
 Tammie Keslake, AGT  
 Heba Kidd, AGT  
 Maksim Lagoda, AGT  
 Susan Landry-Lotman, AGT  
 Austin Lounds, AGT  
 Joshua Lowman, AGT  
 Shai Mate, GA  
 Reginald McAfee, AGT  
 Arthur McIntyre, MGA  
 Suzanne McRoberts, SA  
 Meghan Harris, SA  
 Megan Hilbert, AGT  
 Harvey Milam, MGA  
 Pam Monetti, PR  
 MariaCristina Moreno, SA  
 Vincent Morgan, SA  
 Habib Muharam, AGT  
 Cortland Nicholson, AGT  
 Lionel Nieves, AGT

Iudit Nimhurchu, SA  
 Jeffrey Osburn, SA  
 Matthew Parker, SA  
 Erica Peay, AGT  
 Marcus Piccirilli, SA  
 Ian Pickett, SA  
 Alejandro Pineda, SA  
 Jeramey Pitman, GA  
 Scott Porter, AGT  
 Ira Randall, AGT  
 Arlene Robichaux, GA  
 Bruce Robinson, AGT  
 Martin Robinson, SA  
 Theodore Ryan, GA  
 Darren Sabolick, AGT  
 Howell Smith, SA  
 Jessica A Smith, AGT  
 Rosemary Smith, AGT  
 Kaila Stopa, AGT  
 Natalia Tatkovska, SA  
 Antonia Teixeira, AGT  
 Gabriela Terrazas, AGT  
 Mandala Tolefree, SA

Tomasi Tomasi, SA  
 William Tompkins, RGA  
 Jose Rene Trinidad, AGT  
 Jordan Warner, SA  
 Daphne Williams, AGT  
 Vincent Williams, SA  
 Brandi Wood, AGT

# PROMOTIONS

## STATE GENERAL AGENT

John Young  
**REGIONAL GENERAL AGENT**  
 Christopher Chovanec  
 Bradley Christiansen  
 Evan Donoghue  
 Ryan Fickert  
 Magda Figueiredo  
 Stephen Giddens  
 Begona Patino-Lopez  
 Bradley Weigand  
**MASTER GENERAL AGENT**  
 Kevin Appasamy  
 Susan Bedrossian  
 Renada Bogan  
 Steve Bryant  
 Rhiannon Cheeks  
 Patricia Cicerale  
 Alifonzo W Garcia  
 Gregory Graham  
 Steve Hartman  
 Asiguy Haugabook  
 Christopher Hitchcock  
 Mark Hoban  
 Christina Jauch  
 Jonathan Jones  
 Johnny Ly  
 Andre McCallum  
 Arthur McIntyre  
 Steven Rios  
 Darcy Schrieber  
 Travis Stucki  
 Joshua West

## 60% GENERAL AGENT

Quewandra Daniel  
 Casey Finley  
 Alan Fricke  
 Dwayne Gomez  
 Taylora Nathaniel  
 Kassandra Perez  
 Karla Stewart  
 Justin Sutton  
**55% SUPERVISING AGENT**  
 Ricardo Alanis  
**57.5% GENERAL AGENT**  
 Candice Anderson  
 Kethler Claimon  
 Kayla Comer  
 Aldina DaRosa  
 Ariel Demesa  
 Victor Fesinger  
 Cristina Fox  
 Raymond Fuji  
 Jasmin Gallaga  
 Rachel Gallagher  
 Pedro Guerrero  
 Cathleen Hairston  
 Breann Haley  
 James Hingst  
 Elizabeth Hodgson  
 Skyler Hornung  
 Danielle LaBarbera  
 Carl Lindsay  
 Felipe Machado-Santanna  
 Marysa Maggio  
 Morgan Mays  
 Kanon McGee

Phillip Munsey  
 Alex Normandeau  
 Mercedes Phillips  
 Theodore Ryan  
 Trevor Tollefson  
 Erika Torres  
 Jacob Vargas  
 Viyarah Vongprachanh  
**55% SUPERVISING AGENT**  
 Ziad Aafouallah  
 Abbas Abdul-Khaliq  
 Jesse Aubuchon  
 Raymond Baham  
 Kristen Baird  
 Joshua Barbee  
 Jarrett Bowers  
 Casey Boxell  
 Aaron Brugette  
 Jose Carrillo  
 Brittany Chelette  
 Daniel Adams  
 Douglas Clarke  
 Nicole Conley  
 Zackary Donatiello  
 Jordan Endsley  
 Ricardo Garavito  
 Kaley Gillen  
 Randall Green  
 Scott Hannon  
 Mark Hart  
 Vanessa Keim  
 Connor Kuckelman  
 James LaFata

Eric Lyles  
 Kimberly Martinez  
 Ashley Mathis  
 Ryan McCann  
 Maura Moncada  
 Vincent Parsley  
 Farrel Petrie  
 Polina Philbin  
 Malachi Rouzer  
 Aaron Smith  
 Justin Smith  
 Jarred Spanbauer  
 Joseph Swearingen  
 Haley Tucker  
 Michael van Delft  
 Shantayia Williams  
 Casey Willis  
**52.5% SUPERVISING AGENT**  
 Hazem Aboueldahab  
 Jacinta Leonardo  
 Daniel Adams  
 Robert Adrahtas  
 Rachael Allenby  
 Howard Alston  
 Joseph Apodaca  
 Chevere Archer  
 Michelson Aristhly  
 Clarissa Armstrong  
 Cheetara Austin  
 Eugenia Austin  
 Nico Baldelli  
 Cameron Bell  
 Brandon Berger

Christopher Beveridge-Calvin  
 Nina Blackmon  
 Timothy Bowen  
 Jennifer Bright  
 Rachel Brown  
 Stephanie Brown  
 Thaddeus Cardwell  
 Terrina Chism  
 Easton Christensen  
 Michael Clements  
 Alyssa Cole  
 Evan Cross  
 Jace Cucarale  
 John DeBellis  
 Nicholas Deliberto  
 Robert DeStefano  
 Amanda Dickinson  
 Michal Dobrik  
 Rawad Elghadban  
 Ernest Fernandez  
 Vaikona Finau  
 Catherine Flaherty  
 Ashley Flood  
 Brenda Fox  
 Mary Franklin  
 Desarae Freeman  
 Zachary Gallo  
 Alifonzo Garcia  
 Daniel Gaviria-Velasquez  
 Kevin Gillum  
 Elena Glass  
 Tyler Goetsch  
 Ramone Hare

Ashley Harris  
 Declan Hartley  
 Eric Harvey  
 Christal Hawthorne  
 Kayla Hill  
 Marisa Hudson  
 Kainoa Jensen  
 Devon Justice  
 Margaret Kalina  
 Amir Kashif  
 Wendy Kleiner  
 Vitaly Klimovich  
 Danyelle Krause  
 William Kubik  
 Mark Lahijani  
 Alphradeza Lezama  
 Andres Liranzo  
 John Lucas  
 Wilfrido Martinez  
 Kaiser Mattos  
 Daniel Mayer  
 Taryn McArthur  
 Matt McBride  
 Jordan McDaniel  
 Michael McGoon  
 Aysha McGrath  
 Monica McKinney  
 Michele Meade  
 Mohannad Mekawy  
 Gloria Mendoza  
 Yamid Mendoza Sanchez  
 Lauren Mezul  
 Tessie Miya

Cory Mulherin  
 Dwayne Nabors  
 Kevin Ness  
 Levi Nicolai  
 Michal Ortiz  
 Aulani Pang  
 Adelfa Parinas  
 Reuben Paygai  
 Timothy Peeler  
 Matthew Pengtakoon  
 Kechener Petit  
 Gabrielle Pierre-Louis  
 Kenneth Preston  
 Cory Quaife  
 Dalyn Quilausing  
 Margaret Rivera  
 Matthew Rodriguez  
 Matthew Rogers  
 Gunar Rowe  
 Michael Ruggieri  
 Alvaro Barretto  
 Chloe Senia  
 Brian Singer  
 John Sloan  
 Shannon Spears  
 Michael Stelly  
 Kristopher Storm  
 Emily Sutton  
 Maxo Tanis  
 Keenan Taylor  
 Kylee Traffic  
 Christopher Tricarico  
 Monn Ung

John Vacca  
 Benjamin Varner  
 Sasha Veerman  
 Anthony Verrett  
 Nicole Voogd  
 Diyez Washington  
 Eric Watson  
 Adam Weiss  
 Jeremy Welton  
 Zachary Whipple  
 Lindsey Whitehurst  
 Jermeele Wilson  
 Theron Wilson  
 Megan Winston  
 Nicole Wohlgemuth  
 Adam Wolcott  
 Noshaba Zulfqar

NEW  
**SGA**



**John Young**  
 Tulsa  
 June 1

John originally joined AIL in 2009 after 10 years in the Marine Corps followed by a career in the timeshare industry. He says he was attracted to AIL after being “topped out” in his job. “I was looking for consistency and something that was recession proof so I could build the future. People always need life insurance.” John feels his strengths lie in entrepreneurship (owned four businesses), vision, business organization, good management structure and “I care about my people.” John has 4 adult children and lives in Tulsa.



# YES

## IT ALL REALLY MATTERS



**Susan Fuldauer**  
Vice President of  
Public Relations Field Operations

### YOU MATTER. WHAT WE DO MATTERS.

Our passion for who we are and what we do makes what we are able to do matter that much more. What we do in connection with AIL/NILICO is not only meaningful to you personally, but is meaningful to your own family and to the members we're privileged to have access to and visit with at their kitchen table. It matters to the members' families and to the collective good in a community.

What we bring to the table for the members we see matters. It is important to further the financial security of that member and to further enhance the relationship with the member's organization through the services we provide. Whether it is the member's table or labor's table, it is a relationship that is important.

Yes, it matters. What we do in each of our roles is of great value; it is significant and

impacts many, many lives. Making a difference, creating an impact by being present right here, right now is what matters.

Standing in solidarity with the labor movement matters because we are able to be a significant partner. Our voices impact legislation aimed at workers (good or bad). Spending time with striking workers makes a difference. It matters that we show up, in unity, in both roles as public relations and sales force.

We can celebrate together workers' victories in contract settlement language that boosts wages, benefits and keeps companies in our communities because we are a part of the voice that creates a path for an economy that works for all. We don't stand on the sidelines in the political process. We get involved and it matters.

Labor is the voice that lifts all workers up. It matters that we are a part of that voice. There are not many companies that are true partners for and with labor and the working class. We are proud to be an outspoken ally on important bread-and-butter issues. We're proud to be sought out by our labor friends when help and a voice of reason is needed, especially a business voice of reason at the table.

When we visit a union member in their home, and ask for that one can of food, our combined collections and subsequent delivery of that food really does matter to those in need

# "IT MATTERS THAT WE SHOW UP, IN UNITY."

of assistance. And, most significantly, are the claims we pay at the most difficult time for a working family.

Yes, as an insurance company, what we do matters. However, we are so much more than an insurance sales organization. We are unified with labor and add to the collective voice for working families.

What we do really does matter.

# ★ AGENT TENURE BONUS ★

2016



## NO AGENT LEFT BEHIND

MAY BONUS PAYOUT: **\$135,000**

MAY BONUS QUALIFIERS: **190**

Benjamin Albert	\$1,000	Revawn Wilson	\$1,000	Connor Kuckelman	\$750	LaTanya Cheathom	\$500	Dennis Lovett	\$500
Trevor Baynes	1,000	Nicole Wohlgemuth	1,000	Michael Laizure	750	David Chen	500	Neil Marquez	500
Lillian Carroll	1,000	Adrain Alfred	750	John Lamere	750	Ashleigh Clapper	500	Dario Messina	500
Michael Checkuck	1,000	Clarissa Armstrong	750	Edward Lee	750	Michelle Cleveland	500	Brooklyn Mims	500
Daniel Chousa	1,000	Stephanie Baker	750	Connor Lingle	750	Jean Cobbs	500	Craig Mitchell	500
Antonio Denino	1,000	Jeremy Becker	750	Damarkus Loyd	750	Roger Coffman	500	Maura Moncada	500
Mark Dushaj	1,000	Joseph Bence	750	Valeria Martinez	750	Jennifer Crow	500	Phillip Munsey	500
Elliott George	1,000	Gurjot Benipal	750	Auston Mavrak	750	Teri DeBroeck	500	Cassandra Murphy-Blackwood	500
Charles Gotcher	1,000	John Bernet	750	Daniel McKibbin	750	Jennifer Dettmann	500	Carlos Murray	500
Luis Guevara	1,000	Angela Black	750	Michele Meade	750	Scott Du Charme	500	Ryan Ohm	500
Thomas Gunn	1,000	Maureen Bobilya	750	Danilo Mendoza	750	Valeria Flores	500	Gary Harte	500
Brian Hess	1,000	Donna Bodine	750	Dawn Montgomery	750	Daniel Foore	500	Andres Romero	500
Mondra Jordan	1,000	Noel Bonomi	750	Stuart Pagan	750	Mary Franklin	500	Melanie Ryan	500
William Krekeler	1,000	Kristen Brown	750	Jonathan Palacios	750	Lee Goldman	500	Timothy Scee	500
Mark Lahijani	1,000	Garrett Burrell	750	Adam Peters	750	Jean Guillory	500	Jerome Schemel	500
Nicholas Lehr	1,000	Sierra Chiappolini	750	Catherine Phelan	750	Adam Hanna	500	Aaron Smith	500
Pedro Lemos	1,000	Adam Chipman-Penton	750	Tyler Ray	750	Albert Hassel	500	Preston Smith	500
Kory Louvelle	1,000	Glenn Cole	750	Maggie Rhodes	750	Muhammed Hassen	500	Temesghen Starr	500
Felipe Santanna	1,000	Glenda Crump	750	Nathaniel Richards	750	Gregory Helm	500	Christopher Stevens	500
Monica McKinney	1,000	Sarah DeGroot	750	Kelly Rowlette	750	Aaron Hines	500	Tonya Stringer	500
Jacob Millorino	1,000	Blake Dempsey	750	Nina Sloan	750	Immacula Jacques	500	Zoe Szok	500
Akame Nduembe	1,000	Daniel Dobyns	750	Sean Sperazza	750	LaToya James	500	Kellen Tessier	500
Laura O'Mary	1,000	Katie Drake-Cook	750	Rebecca Stern	750	Heydy Javier	500	Samantha Thomas	500
Eli Parra	1,000	Rachel Dychtwald	750	Tiffany Stevens	750	Kainoa Jensen	500	Trevor Tollefson	500
Reuben Paygai	1,000	Abena Edwards	750	Russell Tichian	750	David Johnson	500	Monn Ung	500
Pita Pelenato	1,000	Thomas Emary	750	Reina Torres	750	Joshua Johnson	500	Edward Vargas	500
Nada Pennington	1,000	Armin Farahbakhsh-Priebe	750	Ryan Trimble	750	Joshua Johnson	500	Abraham Weissman	500
Zonia Ramirez	1,000	Jack Fleming	750	Ryan Vannoy	750	Cynthia Kile	500	Peighton Whaley	500
Johny Remy	1,000	Brenda Fox	750	Lindsay Walker	750	Chhabindra Koirala	500	Rochelle Whittle	500
Sara Rostamijalilian	1,000	Joshua Fox	750	Adam Wolcott	750	Elaceia Kramer	500	Blake Widmann	500
Del Roule	1,000	Mario Frias	750	Liana Woodard	750	James Laster	500	Gregory Williams	500
Leamber Saffold	1,000	Chad Hammond	750	Georjeta Yeargean	750	Christopher Leasure	500	Monica Yamada	500
Anthony Savinon	1,000	Scott Hannon	750	Jacinta Leonardo	500				
Cassidy Stock	1,000	Alisha Hart	750	Noli Alea	500				
Bernie Thompson	1,000	Karima Hartani	750	Denzel Banford	500				
Taylor Thompson	1,000	Amarillys Haupt	750	Erica Bell	500				
Juan Torres	1,000	Colin Henry	750	David Bilotti	500				
Sashia Veerman	1,000	Evelyn Howell	750	Nina Blackmon	500				
Vanessa Ventura-Sandoval	1,000	Jennifer Jaikes	750	Scott Boileau	500				
Anthony Verrett	1,000	Sophony Jorvelus	750	Alden Bullwinkle-Hatton	500				
Vicky Wayman	1,000	Anthony King	750	Jeanette Caputo	500				
Jason Wentz	1,000	Danyelle Krause	750	Lori Chambers	500				

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6

\*Qualifications and guidelines are on the ARC.

# PERSONAL RECRUITING

Unleash Your Career!

**Personal Recruiting** provides opportunity for **all Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

## MAY TOP PERSONAL RECRUITING AGENTS

By Incentive Structure Payout\*

May Total Payout: **\$216,015**

May Total Qualifiers: **638**



**Joshua Dishong**  
\$5,110  
Zachary Hart



**Andrew Wagner**  
\$2,768  
Durhon Oldham



**Daniel Lopez**  
\$1,674  
Surace-Smith



**Joshua Rush**  
\$1,620  
Chad Deley



**Ransey Vazquez**  
\$1,565  
Bob Olson

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Joshua Dishong	\$5,110	Shai Mate	\$828	Nacole Newbold	\$682	Travis Stucki	\$585	Richard Gaffney	\$533
Andrew Wagner	2,768	Stephanie Kell	816	Myaa Fallon	678	Jason Bratin	582	Robert Reams	531
Daniel Lopez	1,674	Viyarath Vongprachanh	815	Jacob Vargas	670	Paul Smith	580	Marcel Hernandez	529
Joshua Rush	1,620	Javier Roe	806	Romona Afamasaga	659	Chelsey Holley	578	Joseph Corwin	527
Ransey Vazquez	1,565	Michael Clemente	804	Patrycja Grudzinska	655	Dillon Goldman	577	Mandy Johnson	525
Kassandra Perez	1,394	John Conard	792	Amanda Peterson	651	Stephanie Lovins	576	Jessica Smith	523
Michele Meade	1,353	Marcus Piccirilli	786	Anacleto Arevalo	650	Juan Torres	576	Tori Murakami	522
Andre McCallum	1,283	Joel Nunez	775	Jacob Carlson	649	Mark Neel	575	Victor Agurto	521
Marc Salvaggi	1,272	Phillip Waisman	775	Michael Shaba	639	John Nieves	574	Elizabeth Chilson	519
Gabrielle McGee	1,195	Corey Helly	772	Matthew Parks	636	Robert Adrahtas	571	Tyler Mabry	517
Joseph Valdez	1,137	Michael Cirelli	764	Dario Messina	636	Cleopatra Sola	571	Kimberly Martinez	515
Bilal Farsakh	1,109	Matthew Kurey	762	James Sherwood	633	Jamison White	569	Emanuelle Gladney	514
Derek Pratt	1,102	Dallia Landeros	747	Meaghan Kehl	631	Kimberly Blackford	569	Jonathan Jones	513
Rasaki Are	1,091	Ofa Tupouniua	744	Aaron McEntire	629	Adauto DeLaHoya-Reynoso	568	Ernest Powell	509
Kevin Holtz	1,068	Tiffany Babin	743	Reesa David	628	Christopher Tricarico	564	Jeffery Thiel	502
Waleah Salah	1,058	Mark Dushaj	733	Ryan McCann	624	Sophia Mayo	561	Mark Dombrowski	502
James Snipes	1,054	Brenton Patterson	733	Zach Otto	623	Kristopher Storm	560	Muhammed Ashraf	502
Robert Kanaan	1,032	Jonathan Johnson	731	Amanda Dickinson	620	Adam Chesney	559	Johnny Davis	500
Matthew Pengtakoon	1,029	Johnny Ramos	728	Eric Thompson	619	Nedal Kawash	557	Amber Howard	500
Jonathan Frigola	1,010	Joshua Lowman	727	Thomas Vena	617	Grant Myers	556	Stacy Johnson	500
James Jones	1,000	Vanina Bonanno	719	Keri Roberts	613	Lourdes Contreras	556	Bridgett Laster-Brogden	500
Kade Beck	940	Angela Black	715	Richard Amato	613	Jereka Taylor	555	Dane Peterson	500
Michael Russin	917	Hector Mendez	711	David Lutz	599	Ashley Gray	551	Jeffery Smith	500
Phillip Tenahu	901	Elliott George	710	Anthony Galici	598	Joshua Musser	549	Mary Thompson	500
Orby Kelley	887	Marian Sertler	710	Martyna Duda-Pasieka	597	Andre Bent	547	Savannah Villanueva	500
Maxwell Dym	865	Derek Foore	707	Casey Finley	596	Jorge Alvarez	545	Alex Weaver	500
Anita Przybylowicz	854	Erica Campbell	701	Thomas Lypps	588	Tony Nguyen	540	Maryna Yatskiv	500
AshLynn Orng	845	Andres Liranzo	695	Amanda Hardy	587	Scott Sonnenberg	539	Christopher Zadlo	500
Matthew Miller	832	Alma Lozano	687	Aaron McLean	587	Zandra Harvey	537		
Craig Ebinger	828	Joy Vann-Austin	685	Brian Murray	586	Amie McCracken	534		

## YTD TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

YTD Total Personal Recruiting Agents: **998**

Total Personal Recruits: **1,528**

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Ransey Vazquez	22	Mack Doby	7	Natalia Tatkovska	6	Alma Lozano	5	Monica Brown	5
Andy Sertler	13	Jonathan Frigola	6	Raul Jacobs	6	Waleah Salah	5	Jasmin Gallaga	5
Marc Salvaggi	8	Jeramey Pitman	6	Andre McCallum	5	AshLynn Orng	5	Anita Przybylowicz	5
Kade Beck	8	Matthew Pengtakoon	6	Geddes Robinson	5	Amanda Peterson	5	Adam Chesney	5
Robert Kanaan	8	Alberto Alcalá	6	Martyna Duda-Pasieka	5	Clayton Bonner	5		
Joshua Dishong	7	Ofa Tupouniua	6	Travis Stucki	5				

## MAY TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

Total Personal Recruiting Agents: **298**

Total Personal Recruits: **346**



**Ransey Vazquez**  
4 Recruits  
Bob Olson



**Andrew Wagner**  
3 Recruits  
Durhon Oldham



**Michele Meade**  
3 Recruits  
Giglione-Ackerman



**Marc Salvaggi**  
3 Recruits  
Surace-Smith



**Joseph Valdez**  
3 Recruits  
Dustin Venekamp

NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS	NAME	RECRUITS
Ransey Vazquez	4	Alberto Alcalá	2	Velton Jones	2	Tessie Miya	2	Bryant Rayford	2
Andrew Wagner	3	Rami Ali	2	Meaghan Kehl	2	Scott Montgomery	2	Michael Russin	2
Michele Meade	3	Anacleto Arevalo	2	Thomas Lypps	2	MariaCristina Moreno	2	John Sardin	2
Marc Salvaggi	3	Angela Black	2	Tyler Mabry	2	Taylor Nathaniel	2	Michael Shaba	2
Joseph Valdez	3	Clayton Bonner	2	Marysa Magglio	2	John Nieves	2	Jacob Vargas	2
Robert Kanaan	3	Erica Campbell	2	Andre McCallum	2	Mike Paragiou	2	Sean Velasquez	2
Maxwell Dym	3	Adam Chesney	2	Aaron McEntire	2	Kassandra Perez	2	Jamison White	2
London Burnett	3	Kevin Holtz	2	Matthew Miller	2	Anita Przybylowicz	2		

\* Top Personal Recruiting Agents listed earned at least \$500

† Top Personal Recruiting Agents listed have at least 2 Personal Recruits

● Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

## LEAGUE OF CHAMPIONS

MEMBERS

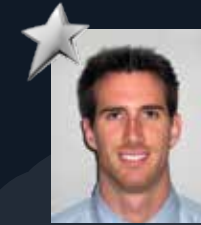
By Number of Eligible Personal Recruits\*



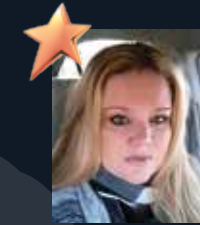
**Ofa Tupouniua**  
Platinum  
25 Recruits  
Steve Friedlander



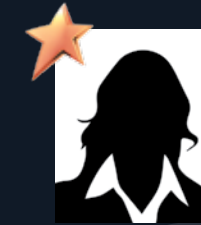
**Alma Lozano**  
Silver  
11 Recruits  
Richard Correa



**Matthew Parks**  
Silver  
10 Recruits  
Surace-Smith



**Amanda Peterson**  
Bronze  
5 Recruits  
Moswen Taylor



**Anita Przybylowicz**  
Bronze  
5 Recruits  
Sabrina Lloyd



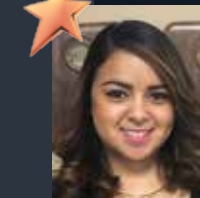
**Jessica Wilhite**  
Bronze  
5 Recruits  
Jamison Weatherspoon



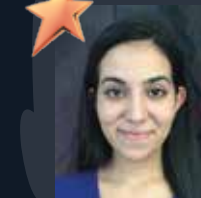
**Matthew Kurey**  
Bronze  
5 Recruits  
Durhon Oldham



**Emmanouil Paragiou**  
Bronze  
5 Recruits  
Surace-Smith



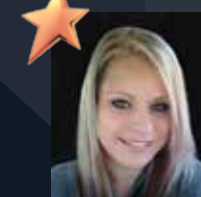
**Kassandra Perez**  
Bronze  
5 Recruits  
Jose Carvajal



**Waleah Salah**  
Bronze  
5 Recruits  
Sabrina Lloyd



**Travis Stucki**  
Bronze  
5 Recruits  
Altig-Orlovic



**Jessica Liles**  
Bronze  
5 Recruits  
Eric Cochran



**Brenton Patterson**  
Bronze  
5 Recruits  
Zachary Hart

\*A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

# NEW ASSOCIATES

PER MANAGER



## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Alejandro Pineda	5	Laura Fisher	Ryan Marsh	2	Altig-Orlovic	Amanda Bryan	2	Richard Correa	Anita Przybylowicz	2	Sabrina Lloyd
Jaclyn Finafrock	3	Altig-Orlovic	Aaron McEntire	2	Altig-Orlovic	Garrett Shelton	2	Richard Correa	Jessica Royse	2	Sabrina Lloyd
Viyarath Vongprachanh	3	Simon Arias	Phillip Munsey	2	Altig-Orlovic	Amanda Krywy	2	Laura Fisher	Waleah Salah	2	Sabrina Lloyd
Zonia Ramirez	3	Desi Dimitrova	Therese Nakamura	2	Altig-Orlovic	Moli Kaufusi	2	Steve Friedlander	Maryna Semenova	2	Sabrina Lloyd
Marysa Maggio	3	Laura Fisher	Shaefer Pacada	2	Altig-Orlovic	Ryan Hillman	2	Cindy Furer	Diyez Washington	2	Sabrina Lloyd
Shannon Stewart	3	Kyle Johnson	Candice Rezzo	2	Altig-Orlovic	Robert Biser	2	Zachary Hart	Jacob Vargas	2	Corey Neff
Edill Cobos	3	Sabrina Lloyd	Aliesha Stone	2	Altig-Orlovic	David Hefflin	2	Zachary Hart	Christopher Tricarico	2	Theodore Pappas
Krystian Drozd	3	Sabrina Lloyd	Dylan White	2	Altig-Orlovic	Jacob Mohnke	2	Matt Henderson	Nicholas Deliberto	2	Albert Serur
Patrycja Grudzinska	3	Sabrina Lloyd	Cameron Howat	2	Simon Arias	Carlin Kaufman	2	Chris Hernandez	George Connell	2	Surace-Smith
Cristian Mata Penagos	3	Sabrina Lloyd	Joseph McCallister	2	Simon Arias	Samuel Robertson	2	Chris Hernandez	Daniel Lopez	2	Surace-Smith
Svyatoslav Stefanyszyn	3	Sabrina Lloyd	Myles Coston	2	Slav Bitman	Rochelle Weber	2	Chris Hernandez	Eric Peyton	2	Surace-Smith
Kiah Bryant	3	Cisco Perez	Morgan Mays	2	Slav Bitman	Chirotam Ilokwu	2	Allan Jennings	Megan Johnson	2	Michael Vasu
Somphou Olivas	2	Erin Allen	Mark Dominguez	2	Jose Carvajal	Meghan Harris	2	Sabrina Lloyd	Timothy Peeler	2	Dustin Venekamp
David Doles	2	Altig-Orlovic	Mandale Tolefree	2	Jose Carvajal	Nedal Kawash	2	Sabrina Lloyd			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Paul Zuzick	8	Laura Fisher	Laura Frew	3	Laura Fisher	Lalitha Janardhanan	2	Slav Bitman	Jonathan Maxwell	2	Chris Hernandez
Kelvin Fernandez	6	Laura Fisher	Michael Russo	3	Laura Fisher	Isaiah Justice	2	Slav Bitman	Steven Rios	2	Sabrina Lloyd
Michael Coulthard	6	Chris Hernandez	Ryan Orloski	3	Giglione-Ackerman	Arlene Robichaux	2	Dorian Brown	Shane McGregor	2	Corey Neff
Martyna Duda-Pasieka	6	Sabrina Lloyd	Joshua Crisp	3	Zachary Hart	Kassandra Perez	2	Jose Carvajal	Michael Tribbitt	2	Corey Neff
Jeffrey Gilliana	5	Sabrina Lloyd	Christopher Gray	3	David Hausman	Ranjana Chopra	2	Josh Chalom	Elias Boles	2	Durhon Oldham
Ashley Wenning	5	Surace-Smith	Mary-Delores Ayarzagaitia	3	Matt Henderson	Ericka Martinez	2	Cohen-Cohen	Matthew Kurey	2	Durhon Oldham
Matthew Cessna	4	Simon Arias	Curtis Henderson	3	Allan Jennings	Philip Morgenthaler	2	Cohen-Cohen	Richard Pazak	2	Bob Olson
James Frese	4	Jose Carvajal	Duane Shaw	3	Sabrina Lloyd	Amber Dregalla	2	Richard Correa	Frank Cordaro	2	Theodore Pappas
Shannon Longcore	4	Zachary Hart	Geddes Robinson	3	Raymond Risucci	Taylor Foster	2	Richard Correa	Justin Diaz	2	Theodore Pappas
Michael Stuver	4	Zachary Hart	Bryan Juskiw	3	Surace-Smith	Richard Gaffney	2	Richard Correa	Aziz Farsakh	2	Theodore Pappas
George Weller	4	Zachary Hart	Eric Thompson	3	Surace-Smith	Matthew Halbmaier	2	Richard Correa	Nicholas Lasala	2	Theodore Pappas
Jason Lee	4	Sabrina Lloyd	Brandon Ruis	3	Krista Thieme	Nathan Hunt	2	Richard Correa	Andrew Chambers	2	Philip Prata
Jonathan Jones	4	Corey Neff	Tiffany Babin	3	Michael Vasu	Denis-Michael Catalano	2	Joseph Diecedue	Spencer Simmons	2	Scott Rehberg
Michael Perez	4	Cisco Perez	Scott Davison	3	Michael Vasu	Skylar Chauvin	2	Joseph Diecedue	Joseph Kanaan	2	Imran Satti
Melanie Gonzalez	3	Erin Allen	Clayton Bonner	3	Jeremy Welch	Scott Montgomery	2	Don Foti	Holly Lacey	2	Imran Satti
Anacleto Arevalo	3	Altig-Orlovic	Christopher Bennett	2	Altig-Orlovic	Lesina Ah Sue	2	Steve Friedlander	Nacole Newbold	2	Imran Satti
Rayleen Kama	3	Altig-Orlovic	Nathan Crandell	2	Altig-Orlovic	Laaina Havea	2	Steve Friedlander	Peter Gabranski	2	Albert Serur
Michael Nicolaidis	3	Altig-Orlovic	Andrew Hynan	2	Altig-Orlovic	Ariel Demesa	2	Giglione-Ackerman	Jeffrey Hall	2	Albert Serur
Steven Stensrud	3	Altig-Orlovic	Man Tak Tong	2	Altig-Orlovic	Glenn Martin	2	Giglione-Ackerman	Brent Bowling	2	Surace-Smith
Alix Albright	3	Simon Arias	Clint Uwaine	2	Altig-Orlovic	John McDougald	2	Giglione-Ackerman	Derek Foore	2	Surace-Smith
Timothy Bugge	3	Simon Arias	Erica Fitzsimmons	2	Simon Arias	Karen Mosley	2	Giglione-Ackerman	Mike Paragiou	2	Surace-Smith
Christina Jauch	3	Simon Arias	Sarah Gilmore	2	Simon Arias	Frank Rodriguez	2	Giglione-Ackerman	Anthony Theriault	2	Surace-Smith
Tyler Worstell	3	Simon Arias	Ariana Jones	2	Simon Arias	Timothy Watson	2	Mathew Hart	Zoltan Kresko	2	Brian Traboulay
Beaux Southern	3	Arias-Cimino	Brittni Kwiecien	2	Simon Arias	DeAnthony Hartman	2	Zachary Hart	Thomas Lypps	2	Brian Traboulay
Carlos Frazier	3	Slav Bitman	Phillip McElfresh	2	Simon Arias	Johnny Ramos	2	Matt Henderson	Richard Jones	2	Michael Vasu
Dane Harnack	3	Richard Correa	Viyarath Vongprachanh	2	Simon Arias	Vance Rountree	2	Matt Henderson	Emily Brunner	2	Jamison Weatherspoon
Alma Lozano	3	Richard Correa	Komo Davis	2	Slav Bitman	Peter Kwiatkowski	2	Chris Hernandez			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	18	Sabrina Lloyd	Jonni Ng	4	Altig-Orlovic	Trevor Mayer	3	Altig-Orlovic	Ala Awad	3	Allan Jennings
Zach Otto	12	Sabrina Lloyd	Justin Adams	4	Simon Arias	John M McGrath	3	Altig-Orlovic	Christina Meyer	3	Sabrina Lloyd
Matthew Diulus	9	Simon Arias	John Conard	4	Simon Arias	Ryan McIntosh	3	Altig-Orlovic	Susan Bedrossian	3	Cisco Perez
Brian Zuzick	8	Laura Fisher	Britton Costa	4	Simon Arias	Patrick Rieger	3	Altig-Orlovic	Patrick Bendure	3	Surace-Smith
Ryan Fickert	7	Zachary Hart	Jinelly Urena	4	Jose Carvajal	Cleopatra Sola	3	Altig-Orlovic	David Guzman	3	Surace-Smith
Mark Beckford	6	Slav Bitman	Joshua Krueger	4	Richard Correa	Steven Warner	3	Altig-Orlovic	Matthew Parks	3	Surace-Smith
Christopher Akins	6	Laura Fisher	Andrew McQuade	4	Richard Correa	Jesse Rennich	3	Simon Arias	Michael Shaba	3	Brian Traboulay
Rita Haidinger	6	Chris Hernandez	Steve Svendson	4	Richard Correa	Aaron Haynes	3	Arias-Cimino	Michael Laramie	3	Michael Vasu
Andy Sertler	6	Sabrina Lloyd	Harold Durana	4	Don Foti	Herman Fennell	3	Samantha Chui	Erez Shabtay	3	Michael Vasu
Blake Higuchi	5	Altig-Orlovic	Philip Roffi	4	Cindy Furer	John Nieves	3	Richard Correa	Carlos Arballo	3	Dustin Venekamp
Patrick Knouse	5	Slav Bitman	Michael Gerstein	4	Giglione-Ackerman	Matthew Turnquist	3	Richard Correa			
Pablo De La Cruz	5	Jose Carvajal	Richard Dyer	4	Mathew Hart	Andrew Wilson	3	Richard Correa			
Mark Hileman	5	Jose Carvajal	Lamar Livingston	4	Zachary Hart	Gary Slocum	3	Desi Dimitrova			
Ofa Tupouniua	5	Steve Friedlander	Gregory Graham	4	David Hausman	Gevorg Yanukyan	3	Desi Dimitrova			
Joshua Dishong	5	Zachary Hart	Kerlens LaRose	4	Matt Henderson	Andre Hawthorne	3	Laura Fisher			
Edford Banuel	5	Kyle Johnson	Chelsie Otto	4	Sabrina Lloyd	Gabriela Sime	3	Laura Fisher			
Nicholas Moore	5	Durhon Oldham	Evan Donoghue	4	Corey Neff	Doreen Ryan-Foti	3	Don Foti			
Bobby Szwaja	5	Theodore Pappas	Robert Smith	4	Durhon Oldham	Anita Ferris	3	Steve Friedlander			
Michael Denton	5	Raymond Risucci	Begona Patino-Lopez	4	Cisco Perez	Stephen Hill	3	Steve Friedlander			
Daniel Hartwig	5	Surace-Smith	Robert Kanaan	4	Imran Satti	Craig Strompf	3	Cindy Furer			
Aaron Ralston	5	Jeremy Welch	Marc Salvaggi	4	Surace-Smith	Corey Helly	3	Giglione-Ackerman			
James Franklin	4	Altig-Orlovic	William Robinson	4	Krista Thieme	Marisa Willgruber	3	David Hausman			
Dan Ikei	4	Altig-Orlovic	Jameetri Washington	4	Michael Vasu	Michael C Williams	3	Matt Henderson			

## RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	30	Sabrina Lloyd	Thomas Vena	15	Simon Arias	Matthew Diulus	14	Simon Arias

**NEW ASSOCIATE** – \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two new associates during the month  
**MGA** – at least three new associates during the month  
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



**Chris Selejan**  
Vice President of  
Field Operations

**N**O EXPENSE WAS SPARED BY THE Company for our Puerto Rico Convention — first class resort with first class experiences from beginning to end. It was encouraging to see so many people qualify for convention this year. It really is a testament to the leadership in the field and at Home Office in positioning so many of our agents and managers to qualify. In this case, a rising tide truly raised all ships in Puerto Rico.

The attendance of so many new individuals as well as veteran agents and managers certainly added to the synergy and energy of the entire week. From our first night of dinner together, the words of wisdom at the General Session by our leaders, to the Awards Ceremony celebrating our deserving champions, and

of course, who will ever forget renting out an entire island for AIL/NILICO!

Puerto Rico Convention was an amazing time not only for the beautiful destination, but it was a time to recognize and reflect on the success of the individuals that work so hard every day to serve and make AIL/NILICO so great. In my opinion, they deserved every bit of the “rented island.”

In addition to the celebratory events and memories that our Puerto Rico Convention produced this year, what I am most excited about is the wave of momentum that we will continue to capitalize on to impact 2016. As we continue positioning ourselves to break company, agency, and individual records this year, momentum gained from Puerto Rico certainly will play a significant role. We’ve all heard many times of the power of momentum in our business, and I truly believe we are not only experiencing momentum at this very moment but excelling and raising the level of everyone involved.

What a great moment in time to be involved with AIL/NILICO! As the Company

continues to grow and experience success, so do our Agents and Managers in the field. It’s a model that continues to thrive and position a win-win situation for everyone.

So, how will we maintain and continue momentum in our growth pattern the last half of 2016? In my opinion, it is by keeping our serving attitude first and foremost as we continue to impact the communities we are privileged to serve every day. This has been a core value and one that must be exercised in our day-to-day interactions. Serving our policyholders, agents, and managers creates a transformational environment from a leadership perspective and in its very nature stabilizes and raises everyone’s “best.”

Finally, the foundation to any successful environment or successful results is keeping purpose significant and alive every day. This is our respective navigational compass. Combining a serving spirit in a purposeful field force will certainly create impact for yet another memorable and record-breaking 2016!

I look forward to seeing you next year in Cancun, Mexico! ☺



# JULY & AUGUST PERSONAL RECRUITING HIRES\* DOUBLE UP BONUS

Any Personal Recruit that your Agents or Managers hire\* in July and August, the Personal Recruiter will receive **DOUBLE the initial bonus** upon contract!

**\$250 is now \$500**  
**\$500 is now \$1,000**

The override remains the same

- All Personal Recruit forms submitted for prospective agents with hire\* dates from July 1 – August 31 will count for the contest
- The Personal Recruit needs to have their contract activated by the end of the 3<sup>rd</sup> quarter
- Personal recruit confirmation forms must be submitted before September EOM for qualification
- The extra bonus amounts will be paid to the Personal Recruiters monthly

\*Hire date is the date the potential independent contractor is added to your pipeline



## “SUMMER SCHOOL” 2016 NOW IN SESSION!

Talk to your manager or SGA about qualifications to attend Leadership Academy.

**JULY 11-13  
LEADERSHIP 101: FUNDAMENTALS OF AGENCY BUILDING**

Learn to build a team from the ground up including recruiting, training, talent management, and accountability.

**AUGUST 16-17  
LEADERSHIP 201: BUILDING FOR OWNERSHIP**

Hone recruiting and Agency building skills, with an emphasis on coaching for success, retention, and managing agent activity.

# 2015 AWARD WINNERS



ABDEL ALHUDI



STEVE GREER



SABRINA LLOYD & ROBERT JANEU



ZACHARY HART



JAMISON WEATHERSPOON



JAMES CUNNINGHAM



JOSE CARVAJAL



ERIC COCHRAN



MATHEW HART



MARTYNA DUDAPASIEKA



STEPHEN GIDDENS



MARIAN SERTLER



SCOTT DEHNING



CHUCK HILL



ROBIN ANDRADE



DAVID BLAISDELL



ANNA GUIDO ROHRER



JUDY SPADE



MICHELLE BAXTER

# PUERTO RICO

## 2016 CONVENTION MAY 22-25

Photos can be viewed on the AIL official corporate Facebook page: [www.facebook.com/AIL.NILICO](http://www.facebook.com/AIL.NILICO). The name of the photo album is '#AILConvention2016'.





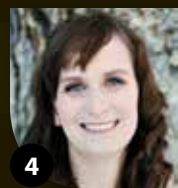
**1**  
AL ALKURDI  
LOMBARD, IL



**2**  
MARK DUSHAJ  
TROY, MI



**3**  
DARIO MESSINA  
TROY, MI



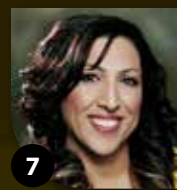
**4**  
KATIE MASSART  
COCHRANE, AB



**5**  
JARRED SPANBAUER  
ROSEVILLE, MN



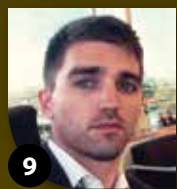
**6**  
MIKE SUKHAATAR  
JACKSON, MS



**7**  
ROGHIE HASSAN LOO  
TORONTO, ON



**8**  
MUHAMMED ASHRAF  
FLUSHING, NY



**9**  
COREY COX  
EMBRUN, ON



**10**  
AMANDA KRYWY  
BURLINGTON, MA



**11**  
JOSE RUBIO  
OTTAWA, ON



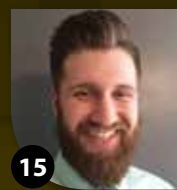
**12**  
OLEG NOVITCHII  
CLEVELAND, OH



**13**  
MACK HANNA  
COLUMBUS, OH



**14**  
JORDON GRAHAM  
SCHAUMBURG, IL



**15**  
DYLAN JOHNSON  
TROY, MI



**16**  
MARK LAHIJANI  
FLUSHING, NY



**17**  
RILEY PETERS  
NAMPA, ID



**18**  
ALVIN ALI  
CONCORD, CA



**19**  
LEE GOLDMAN  
EDISON, NJ



**20**  
AARON CHEN  
BURNABY, BC

## ICEBREAKERS



**MATT MCBRIDE**  
CALGARY, AB



**ELZBIETA MENDRON**  
SCHAUMBURG, IL



**MARTIAL SLATER**  
SCHAUMBURG, IL

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## MAY PRODUCTION

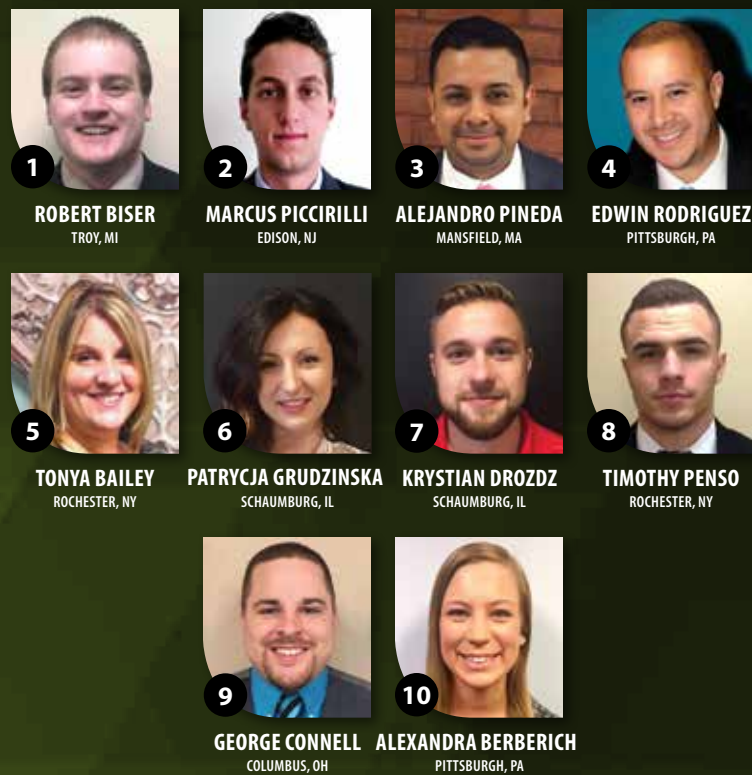
Rank	Net ALP	NTG	RET	MGA	SGA	
1	Al Alkurdi	\$59,668		71.8	David Wang	Bob Olson
2	Mark Dushaj	40,012	87		Joshua Dishong	Zachary Hart
3	Dario Messina	38,827	91		Joshua Dishong	Zachary Hart
4	Katie Massart	33,488		87.9	John M McGrath	Altig-Orlovic
5	Jarred Spanbauer	31,370	100		Joshua Rush	Chad Deley
6	Mike Sukhbaatar	28,481		91.4	Joshua Dishong	Daniel Umbertone
7	Roghie Hassan Loo	26,107		74.0	Roghie Hassan Loo	Josh Chalom
8	Muhammed Ashraf	26,101		89.1	Muhammed Ashraf	Theodore Pappas
9	Corey Cox	25,429		74.2	Brandon Summerton	Altig-Orlovic
10	Amanda Krywy	24,636		86.4	Gabriela Sime	Laura Fisher
11	Jose Rubio	24,091		79.2	Luay Ghawi	Altig-Orlovic
12	Oleg Novitchii	23,981		83.2	Matthew Parks	Surace-Smith
13	Mack Hanna	23,825		82.3	Patrick Bendure	Surace-Smith
14	Jordon Graham	23,408		84.5	Zach Otto	Sabrina Lloyd
15	Dylan Johnson	22,928	89		Joshua Dishong	Zachary Hart
16	Mark Lahijani	22,183	92		Mohammed Moalawi	Theodore Pappas
17	Riley Peters	22,046		82.6	Richard Mansfield	Altig-Orlovic
18	Alvin Ali	21,662		74.1	Harold Durana	Don Foti
19	Lee Goldman	21,552	100		Patricia Cicerale	Giglione-Ackerman
20	Aaron Chen	21,381		78.0	Sara Vaz	Altig-Orlovic
21	Lily Sakai	20,948		92.1		Cohen-Cohen
22	Paul McGuinness	20,128	82		Troy Plummer	Altig-Orlovic
23	Joshua Rush	20,110		79.3	Joshua Rush	Chad Deley
24	Van Ortega	19,892		77.3	Rafi Nawabi	Altig-Orlovic
25	Matt McBride	19,559	100		Christopher Bentley	Altig-Orlovic
26	Elba Vargas	19,287		79.8	Antonio Reyes	Simon Arias
27	Erez Shabtay	18,999		88.5	Erez Shabtay	Michael Vasu
28	Joachim Jean	18,942		84.3	Ryan Hall	Laura Fisher
29	Joshua Rauser	18,854		80.3	Joshua Rauser	Chad Deley
30	Alfred Ujpa	18,768		72.3	Stephen Hill	Steve Friedlander
31	David Herchick	18,363		94.5	Marc Salvaggi	Surace-Smith
32	Elzbieta Mendron	18,242	100		Andy Sertler	Sabrina Lloyd
33	Anthony Chirico	17,993	94		David Wang	Bob Olson
34	Joseph Sarasin	17,987		75.1	Patrick Bendure	Surace-Smith
35	Michael van Delft	17,901		90.8	Scott Wheeler	Imran Satti
36	Henry Ingraham	17,653		78.3		Williams-Zophin
37	Denis Snyder	17,636		84.0	Benito Menchaca	Altig-Orlovic
38	Brandon Foster	17,589	93		Sokol Fazliu	Simon Arias
39	Samson Adelufosi	17,551		84.8		Giglione-Ackerman
40	Nathan Montgomery	17,390		94.4		Zachary Hart
41	Martial Slater	17,385	92		Andy Sertler	Sabrina Lloyd
42	Brian Singer	17,312	97		Darrell Asbell	Altig-Orlovic
43	Yadollah Pourjalali	17,126		77.2		Cohen-Cohen
44	Jesusdieu Portilus	17,074		78.3	Fritznel Octave	Williams-Zophin
45	Joey Sales	16,681		88.7	Jonathan Emura	Altig-Orlovic
46	Eric LaBossiere	16,672		93.1	Lee Jeffers	Altig-Orlovic
47	Tevita Tupouniua	16,213		91.7	Ofa Tupouniua	Steve Friedlander
48	Benton Tong	16,108		83.4		Cohen-Cohen
49	Nicholas Scordos	16,062		79.8	Nicholas Scordos	Surace-Smith
50	Kayla Comer	15,844	83		Lori Dacyk	Altig-Orlovic

ALL TIME RECORD: MARK NELSON \$159,402 Net ALP

## YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA	
* 1	Al Alkurdi	\$293,650		71.8	David Wang	Bob Olson
* 2	Mark Dushaj	233,664	87		Joshua Dishong	Zachary Hart
* 3	Michael van Delft	142,762		90.8	Scott Wheeler	Imran Satti
* 4	Mike Sukhbaatar	136,795		91.4		Daniel Umbertone
* 5	Dario Messina	133,050	91		Joshua Dishong	Zachary Hart
* 6	Massoud Vaziri	119,174		84.9	Troy Plummer	Altig-Orlovic
* 7	Daniel Hanson	116,074		88.9	Devin Adams	Chad Deley
* 8	Lily Sakai	109,548		92.1		Cohen-Cohen
* 9	Van Ortega	105,255		77.3	Rafi Nawabi	Altig-Orlovic
* 10	Roghie Hassan Loo	98,194		74.0	Roghie Hassan Loo	Josh Chalom
11	Tevita Tupouniua	97,042		91.7	Ofa Tupouniua	Steve Friedlander
12	Bruce Tan	95,063		86.8	Jonathan Emura	Altig-Orlovic
13	Alvin Ali	93,921		74.1	Harold Durana	Don Foti
14	Muhammed Ashraf	92,774		89.1	Muhammed Ashraf	Theodore Pappas
15	Riley Peters	92,580		82.6	Richard Mansfield	Altig-Orlovic
16	Katie Massart	91,775		87.9	John M McGrath	Altig-Orlovic
17	Mike Allen	91,152		87.6	Mike Allen	Travis Moody
18	Alan Sedaghat	90,845		86.2	Bobby Gujral	Altig-Orlovic
19	Daniel Li	89,944		79.3	Patrick Stenglein	Altig-Orlovic
20	Erez Shabtay	89,182		88.5	Erez Shabtay	Michael Vasu
21	Justin Germany	88,325		72.5		Christine Judge
22	Joachim Jean	87,474		84.3	Ryan Hall	Laura Fisher
23	Mark Lomonaco	85,788		82.9	Richard Mansfield	Altig-Orlovic
24	Max Quasem	85,464		89.8		Cohen-Cohen
25	Elba Vargas	84,925		79.8	Antonio Reyes	Simon Arias
26	Joseph Sarasin	81,887		75.1	Patrick Bendure	Surace-Smith
27	Jordon Graham	81,886		84.5	Zach Otto	Sabrina Lloyd
28	Eric LaBossiere	81,157		93.1	Lee Jeffers	Altig-Orlovic
29	Joey Kennedy	80,826		83.6	AshLynn Orng	Altig-Orlovic
30	Dustin Dunbar	80,135		95.2	Dustin Dunbar	Dustin Venekamp
31	Ronald Rivera	79,324		87.8		Cohen-Cohen
32	Michael Trinh	77,997		89.3	Ho Tran	Altig-Orlovic
33	Mark Lahijani	75,923	92		Mohammed Moalawi	Theodore Pappas
34	Ashley Rust	74,345		92.0	Joy Vann-Austin	James Cunningham
35	Andrew Hynan	74,216		80.4	Ryan Stenglein	Altig-Orlovic
36	William Parmeter	73,974		73.7	Hal Herman	Durhon Oldham
37	Paul Smith	73,882		86.2	Patrick Bendure	Surace-Smith
38	Matthew Zang	73,157		77.9	Ryan Stenglein	Altig-Orlovic
39	Kory Louvelle	72,462	95		Luay Ghawi	Altig-Orlovic
40	Denis Snyder	71,066		84.0	Benito Menchaca	Altig-Orlovic
41	Douglas Clarke	70,822		86.0	Joshua Jackson	Joseph Diecedue
42	Bruce Viaje	69,829		83.4	Bobby Gujral	Altig-Orlovic
43	Jesusdieu Portilus	69,245		78.3	Fritznel Octave	Williams-Zophin
44	Joshua Rush	68,874		79.3	Joshua Rush	Chad Deley
45	Scott Florin	68,152		88.6	Ryan Fickert	Zachary Hart
46	Kaleiokamaile Viena	67,980		85.0	Jonathan Emura	Altig-Orlovic
47	Oleg Novitchii	67,686		83.2	Matthew Parks	Surace-Smith
48	Ifeanyi Ufundo	67,501		94.7		Allan Jennings
49	Daniel Marino	66,138		90.1	Muhammed Ashraf	Theodore Pappas
50	Thomas King	66,089		86.7	Darrell Asbell	Altig-Orlovic

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP



**1** ROBERT BISER TROY, MI  
**2** MARCUS PICCIRILLI EDISON, NJ  
**3** ALEJANDRO PINEDA MANSFIELD, MA  
**4** EDWIN RODRIGUEZ PITTSBURGH, PA  
**5** TONYA BAILEY ROCHESTER, NY  
**6** PATRYCJA GRUDZINSKA SCHAUMBURG, IL  
**7** KRYSZTIAN DROZDZ SCHAUMBURG, IL  
**8** TIMOTHY PENSO ROCHESTER, NY  
**9** GEORGE CONNELL COLUMBUS, OH  
**10** ALEXANDRA BERBERICH PITTSBURGH, PA

## MAY PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Robert Biser	\$138,309	\$144,490	99	Joshua Dishong	Zachary Hart
2	Marcus Piccirilli	37,034	41,182	88	Morgan Lobello	Giglione-Ackerman
3	Alejandro Pineda	32,119	34,844		Brian Zuzick	Laura Fisher
4	Edwin Rodriguez	31,339	55,899	78.3	Jason Bratin	Simon Arias
5	Tonya Bailey	31,284	58,016	77.6	Nicholas Moore	Durhon Oldham
6	Patrycja Grudzinska	31,049	35,341	90	Marian Sertler	Sabrina Lloyd
7	Krzysztof Drozd	28,096	34,145	88	Marian Sertler	Sabrina Lloyd
8	Timothy Penso	27,724	45,673	79.9	Nicholas Moore	Durhon Oldham
9	George Connell	27,722	34,835	73.8	David Guzman	Surace-Smith
10	Alexandra Berberich	27,542	38,387	77.0	Antonio Reyes	Simon Arias
11	Natalia Tatowska	27,288	27,288	94	Andy Sertler	Sabrina Lloyd
12	Bonnie Dupre	26,869	53,212	73.3	Ernest Powell	Michael Vasu
13	James Sherwood	26,036	45,113	78.3	Daniel Hartwig	Surace-Smith
14	Tabitha Witherell	25,685	28,990	76.3	Matthew Diulus	Simon Arias
15	Joshua Miker	24,817	18,330	84	Sokol Fazliu	Simon Arias
16	Azar Afnan	24,594	22,583	78.8	Rodney Ward	Zachary Hart
17	Alexander Johnston	24,246	40,840	91	Nicholas Moore	Durhon Oldham
18	Matthew Dawson	24,115	43,519	74.8	Marc Salvaggi	Surace-Smith
19	Debra Small	23,281	40,336	92	Richmond Gerrish	Laura Fisher
20	Dylan White	23,230	23,230	73.7	Elizabeth Chilson	Altig-Orlovic

ALL TIME RECORD: \$286,210 1st 6 Mo Agt ALL TIME RECORD: \$286,210 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	David Peebles	\$416,401	\$448,072	85.0	Joshua Dishong	Zachary Hart
*2	Krzysztof Drozd	238,472	268,307	88	Marian Sertler	Sabrina Lloyd
*3	Patrycja Grudzinska	209,875	232,806	90	Marian Sertler	Sabrina Lloyd
*4	Edwin Rodriguez	143,695	181,170	75.2	Jason Bratin	Simon Arias
*5	Robert Biser	138,309	146,390	99	Joshua Dishong	Zachary Hart
6	Tonya Bailey	126,150	209,956	77.6	Nicholas Moore	Durhon Oldham
7	Timothy Penso	122,876	197,222	79.9	Nicholas Moore	Durhon Oldham
8	Azar Afnan	121,235	145,812	78.8	Rodney Ward	Zachary Hart
9	Meghan Harris	117,988	117,988	90	Chelsie Otto	Sabrina Lloyd
10	Brenton Franklin	109,067	152,723	84.0	Dan Ikei	Altig-Orlovic
11	Omar Torres	103,582	105,342	86	Zach Otto	Sabrina Lloyd
12	Elvis Durakovic	98,995	120,075	71.1	Morgan Lobello	Giglione-Ackerman
13	Matthew Dawson	94,568	195,470	74.8	Marc Salvaggi	Surace-Smith
14	Cristian Mata Penagos	94,072	94,072	82	Christina Meyer	Sabrina Lloyd
15	Kyle Alden	93,782	181,035	80.4	Juan Olvera	Stephen Jubrey
16	Tabitha Witherell	90,243	102,481	76.3	Matthew Diulus	Simon Arias
17	Kristen Brown	89,713	114,037	92	Erez Shabtay	Michael Vasu
18	James Sherwood	88,777	148,440	78.3	Daniel Hartwig	Surace-Smith
19	Natalia Tatowska	84,234	84,774	94	Andy Sertler	Sabrina Lloyd
20	Phillip Waisman	83,181	109,813	93	Robert Kanaan	Imran Satti

ALL TIME RECORD: \$653,097 1st 6 Mo Agt ALL TIME RECORD: \$959,675 Net ALP

# GENERAL AGENTS



**1** TOM WELLER TROY, MI  
**2** GLENN MARTIN EDISON, NJ  
**3** MARTYNA DUDA-PASIEKA SCHAUMBURG, IL  
**4** ELIAS BOLES ROCHESTER, NY  
**5** NATHAN HUNT AURORA, CO  
**6** ASHLEY WENNING SYLVANIA TOWNSHIP, OH  
**7** KAREN MOSLEY EDISON, NJ  
**8** MICHAEL STUVER TROY, MI  
**9** TYLER WORSTELL PITTSBURGH, PA  
**10** JONATHAN JONES LAS VEGAS, NV

## MAY PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Tom Weller	\$156,958	\$156,976	75.9	Joshua Dishong	Zachary Hart
2	Glenn Martin	86,139	118,891	92	Morgan Lobello	Giglione-Ackerman
3	Martyna Duda-Pasieka	81,961	80,167	78.0	Andy Sertler	Sabrina Lloyd
4	Elias Boles	77,347	113,413	75	Nicholas Moore	Durhon Oldham
5	Nathan Hunt	76,839	85,246	80.8	Joshua Krueger	Richard Correa
6	Ashley Wenning	69,397	130,067	76.3	Daniel Hartwig	Surace-Smith
7	Karen Mosley	64,369	81,296	79.4	George O'Shea	Giglione-Ackerman
8	Michael Stuver	58,846	143,522	75.4	Ryan Fickert	Zachary Hart
9	Tyler Worstell	58,735	79,472	73.1	John Conard	Simon Arias
10	Jonathan Jones	54,092	71,674	93	Evan Donoghue	Corey Neff
11	Brent Bowling	52,282	141,734	74.0	Marc Salvaggi	Surace-Smith
12	Ariana Jones	51,699	76,259	78.2	Jason Bratin	Simon Arias
13	Frank Rodriguez	49,617	62,628	75.6	Craig Ebinger	Giglione-Ackerman
14	Viyarath Vongprachanh	48,845	53,152	89	Christina Jauch	Simon Arias
15	Brandon Ruis	46,314	47,062	91	William Robinson	Krista Thieme
16	Kelvin Fernandez	46,150	81,283	75.6	Christopher Akins	Laura Fisher
17	Alix Albright	45,801	58,797	71.9	Matthew Diulus	Simon Arias
18	Matthew Kurey	43,488	62,707	87	Robert Smith	Durhon Oldham
19	Mary-Delores Ayarzagoitia	41,549	49,311	74.7	Michael C Williams	Matt Henderson
20	Andre McCallum	41,466	60,310	71.0	Joshua Dishong	Zachary Hart

ALL TIME RECORD: \$441,104 1st 6 Mo Agt ALL TIME RECORD: \$624,474 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Andre McCallum	\$684,719	\$824,060	71	Joshua Dishong	Zachary Hart
*2	Michael Stuver	370,030	828,105	75.4	Ryan Fickert	Zachary Hart
*3	Nathan Hunt	319,319	363,667	80.8	Joshua Krueger	Richard Correa
*4	Ashley Wenning	303,049	577,439	76.3	Daniel Hartwig	Surace-Smith
*5	Glenn Martin	279,388	371,510	92	Morgan Lobello	Giglione-Ackerman
6	Elias Boles	263,638	390,077	75.0	Nicholas Moore	Durhon Oldham
7	Martyna Duda-Pasieka	263,388	296,760	78.0	Andy Sertler	Sabrina Lloyd
8	Steven Rios	252,694	328,915	72.4	Marian Sertler	Sabrina Lloyd
9	Tyler Worstell	245,268	334,275	73.1	John Conard	Simon Arias
10	Karen Mosley	234,715	274,388	79.4	George O'Shea	Giglione-Ackerman
11	Jeramey Pitman	222,224	278,384	91	Joshua Krueger	Richard Correa
12	Timothy Bugge	221,361	287,820	73.3	Britton Costa	Simon Arias
13	Brent Bowling	198,182	587,442	74.0	Marc Salvaggi	Surace-Smith
14	Kelvin Fernandez	194,624	326,643	75.6	Christopher Akins	Laura Fisher
15	Jonathan Jones	187,345	247,807	93	Evan Donoghue	Corey Neff
16	Jeffrey Gilliana	180,299	207,719	87	Zach Otto	Sabrina Lloyd
17	Matthew Cessna	177,853	348,443	77.0	Justin Adams	Simon Arias
18	Ariana Jones	174,428	212,637	78.2	Jason Bratin	Simon Arias
19	Tom Weller	165,683	170,987	75.9	Joshua Dishong	Zachary Hart
20	Frank Rodriguez	165,487	190,912	75.6	Craig Ebinger	Giglione-Ackerman

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt ALL TIME RECORD: \$2,262,883 Net ALP

# MASTERGENERALAGENTS



**1**  
JOSHUA DISHONG  
TROY, MI



**2**  
NICHOLAS MOORE  
ROCHESTER, NY



**3**  
MATTHEW DIULUS  
PITTSBURGH, PA



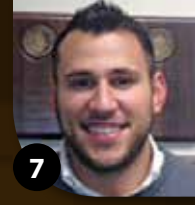
**4**  
JOSHUA KRUEGER  
AURORA, CO



**5**  
MARIAN SERTLER  
SCHAUMBURG, IL



**6**  
MORGAN LOBELLO  
EDISON, NJ



**7**  
MARC SALVAGGI  
BOARDMAN, OH



**8**  
ANDY SERTLER  
SCHAUMBURG, IL



**9**  
ZACH OTTO  
SCHAUMBURG, IL



**10**  
RYAN FICKERT  
TROY, MI

## MAYPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Joshua Dishong	\$196,965	\$228,948	71.3	Zachary Hart
2	Nicholas Moore	155,517	323,462	79.1	Durhon Oldham
3	Matthew Diulus	129,191	189,508	73.8	Simon Arias
4	Joshua Krueger	124,334	137,474	78.7	Richard Correa
5	Marian Sertler	120,736	149,736	74.2	Sabrina Lloyd
6	Morgan Lobello	85,584	122,469	77.2	Giglione-Ackerman
7	Marc Salvaggi	83,737	212,811	74.0	Surace-Smith
8	Andy Sertler	81,420	80,752	80.0	Sabrina Lloyd
9	Zach Otto	79,940	184,280	73.2	Sabrina Lloyd
10	Ryan Fickert	77,493	180,494	73.0	Zachary Hart
11	Stephen Hill	75,572	131,082	73.9	Steve Friedlander
12	Robert Smith	70,296	121,068	79.4	Durhon Oldham
13	Daniel Hartwig	69,471	147,735	77.6	Surace-Smith
14	George O'Shea	65,586	78,417	73.8	Giglione-Ackerman
15	Ernest Powell	65,365	112,129	71.6	Michael Vasu
16	Christina Jauch	63,460	90,670	89	Simon Arias
17	Erez Shabtay	61,381	92,269	85.8	Michael Vasu
18	Andrew Wagner	59,640	82,768	91	Durhon Oldham
19	Richard Dyer	59,433	77,890	75.3	Mathew Hart
20	Patrick Bendure	52,165	241,304	78.3	Surace-Smith

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

## YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Joshua Dishong	\$933,548	\$1,193,296	71.3	Zachary Hart
* 2	Marian Sertler	793,902	1,001,106	74.2	Sabrina Lloyd
* 3	Joshua Krueger	646,650	814,983	78.7	Richard Correa
* 4	Nicholas Moore	531,954	1,166,622	79.1	Durhon Oldham
* 5	Zach Otto	523,189	918,916	73.2	Sabrina Lloyd
6	Ryan Fickert	432,878	1,002,515	73.0	Zachary Hart
7	Matthew Diulus	361,939	546,808	73.8	Simon Arias
8	Marc Salvaggi	356,519	878,797	74.0	Surace-Smith
9	Steve Bryant	313,025	434,633	88	Ryan Giddens
10	Patricia Cicerale	304,678	401,736	73.4	Giglione-Ackerman
11	Magda Figueiredo	303,565	383,085	73.8	Giglione-Ackerman
12	Bobby Szwaja	300,497	576,334	80.7	Theodore Pappas
13	Daniel Hartwig	293,547	638,900	77.6	Surace-Smith
14	Robert Smith	292,061	533,820	79.4	Durhon Oldham
15	Morgan Lobello	281,766	384,440	77.2	Giglione-Ackerman
16	Andy Sertler	259,045	292,729	80.0	Sabrina Lloyd
17	Patrick Knouse	250,889	468,184	71.3	Slav Bitman
18	Evan Holzhauser	249,339	345,109	74.4	Giglione-Ackerman
19	Chelsie Otto	243,734	248,098	78.1	Sabrina Lloyd
20	Dan Ikei	233,727	316,526	79.8	Altig-Orlovic

ALL TIME RECORD: MARIAN SERTLER \$2,554,545 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

# REGIONALGENERALAGENTS



**1**  
JOSHUA DISHONG  
TROY, MI



**2**  
MATTHEW DIULUS  
PITTSBURGH, PA



**3**  
BRETT GRYSKA  
ROCHESTER, NY



**4**  
THOMAS VENA  
PITTSBURGH, PA



**5**  
COREY HELLY  
EDISON, NJ

## MAYPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Joshua Dishong	\$323,865	\$482,587	72.8	Zachary Hart
2	Matthew Diulus	309,119	469,922	71.2	Simon Arias
3	Brett Gryska	293,061	646,327	80.1	Durhon Oldham
4	Thomas Vena	280,999	571,064	76.5	Simon Arias
5	Corey Helly	261,494	387,381	77.0	Giglione-Ackerman
6	Matthew Turnquist	218,429	296,630	75.4	Richard Correa
7	Marian Sertler	202,494	229,701	73.3	Sabrina Lloyd
8	Robert Janev	200,767	334,107	73.4	Sabrina Lloyd
9	Matthew Parks	183,018	530,434	73.1	Surace-Smith
10	Michael Laramie	162,428	298,479	71.2	Michael Vasu

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

## YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Joshua Dishong	\$1,637,941	\$2,620,186	72.8	Zachary Hart
* 2	Robert Janev	1,339,726	1,970,711	73.4	Sabrina Lloyd
3	Matthew Turnquist	1,244,776	1,813,233	75.4	Richard Correa
4	Corey Helly	1,209,705	1,748,301	77.0	Giglione-Ackerman
5	Matthew Diulus	1,201,587	1,923,116	71.2	Simon Arias
6	Thomas Vena	1,100,908	2,304,320	76.5	Simon Arias
7	Brett Gryska	1,095,935	2,838,910	80.1	Durhon Oldham
8	Marian Sertler	1,048,982	1,282,615	73.3	Sabrina Lloyd
9	Matthew Parks	933,562	2,357,128	73.1	Surace-Smith
10	Zach Otto	778,297	1,174,024	73.1	Sabrina Lloyd

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP



**ERIC GIGLIONE**



**DAVID ACKERMAN**



**DURHON OLDHAM**



**Laura Fisher**



**Kyle Johnson**



**Chad Deley**



**Corey Neff**



**Moswen Taylor**



**Krista Thieme**

## TOPPERFORMANCEFACTOR



**KRISTA THIEME**  
Category VIII  
145.2 Performance Factor



**COREY NEFF**  
Category VI  
143.2 Performance Factor



**ALBERT SERUR**  
Category VI  
135.2 Performance Factor

Top three every month by performance factor.

## MAYPRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
<b>I Giglione-Ackerman</b>	<b>131.5</b>	<b>\$477,678</b>	<b>\$350,000</b>	<b>136.5</b>	<b>\$374,345</b>	<b>\$296,000</b>	<b>126.5</b>	<b>\$852,023</b>	<b>90.1</b>		<b>75.8</b>
Zachary Hart	101.7	373,926	340,000	110.0	236,561	253,000	93.5	610,487	58.7		74.3
Altig-Orlovic	99.9	1,261,019	1,105,000	114.1	1,713,570	2,000,000	85.7	2,974,588	22.2		78.3
<b>II Durhon Oldham</b>	<b>121.7</b>	<b>\$293,062</b>	<b>\$220,000</b>	<b>133.2</b>	<b>\$364,636</b>	<b>\$331,000</b>	<b>110.2</b>	<b>\$657,698</b>	<b>45.8</b>		<b>80.2</b>
Michael Vasu	103.2	243,887	240,000	101.6	209,385	200,000	104.7	453,273	47.8	91	
<b>III Laura Fisher</b>	<b>122.3</b>	<b>\$164,498</b>	<b>\$200,000</b>	<b>82.2</b>	<b>\$194,890</b>	<b>\$120,000</b>	<b>162.4</b>	<b>\$359,388</b>	<b>69.1</b>		<b>76.1</b>
<b>IV Kyle Johnson</b>	<b>102.1</b>	<b>\$104,459</b>	<b>\$120,000</b>	<b>87.0</b>	<b>\$60,953</b>	<b>\$52,000</b>	<b>117.2</b>	<b>\$165,412</b>	<b>27.7</b>		<b>71.7</b>
Mathew Hart	101.6	94,470	120,000	78.7	94,652	76,000	124.5	189,122	28.8		74.9
Dustin Venekamp	97.3	112,895	100,000	112.9	67,800	83,000	81.7	180,694	11.3		71.7
<b>V Chad Deley</b>	<b>99.7</b>	<b>\$50,260</b>	<b>\$65,000</b>	<b>77.3</b>	<b>\$111,128</b>	<b>\$91,000</b>	<b>122.1</b>	<b>\$161,388</b>	<b>29.6</b>		<b>77.5</b>
Nigel Crowe	92.3	57,318	75,000	76.4	69,178	64,000	108.1	126,496	44.5		79.0
<b>▶ VI Corey Neff</b>	<b>143.2</b>	<b>\$94,648</b>	<b>\$55,000</b>	<b>172.1</b>	<b>\$47,975</b>	<b>\$42,000</b>	<b>114.2</b>	<b>\$142,623</b>	<b>112.3</b>		<b>75.8</b>
<b>▶ Albert Serur</b>	<b>135.2</b>	<b>69,842</b>	<b>45,000</b>	<b>155.2</b>	<b>66,774</b>	<b>58,000</b>	<b>115.1</b>	<b>136,616</b>	<b>108.4</b>	<b>87</b>	
Daniel Umbertone	133.7	60,227	45,000	133.8	66,817	50,000	133.6	127,044	34.6		78.4
Tiffany Roland	102.4	55,728	45,000	123.8	46,117	57,000	80.9	101,845	13.8		77.2
Dorian Oldham	94.1	50,935	50,000	101.9	47,454	55,000	86.3	98,389	88.4		78.9
<b>VII Moswen Taylor</b>	<b>118.9</b>	<b>\$76,807</b>	<b>\$45,000</b>	<b>170.7</b>	<b>\$28,197</b>	<b>\$42,000</b>	<b>67.1</b>	<b>\$105,004</b>	<b>116.9</b>		<b>77.2</b>
Jared Cleckner	108.9	48,864	40,000	122.2	36,359	38,000	95.7	85,224	10.0		71.2
Travis Moody	108.1	30,024	45,000	66.7	62,812	42,000	149.6	92,835	43.9		76.1
<b>▶▶ Krista Thieme</b>	<b>145.2</b>	<b>\$69,693</b>	<b>\$26,000</b>	<b>268.0</b>	<b>\$5,805</b>	<b>\$26,000</b>	<b>22.3</b>	<b>\$75,497</b>	<b>936.3</b>	<b>84</b>	
Erin Allen	133.7	67,362	26,000	259.1	2,178	26,000	8.4	69,540	N/A		73.3
Cisco Perez	120.7	60,987	35,000	174.2	22,845	34,000	67.2	83,832	109.5		72.1

## YTDPRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
<b>I Zachary Hart</b>	<b>112.2</b>	<b>\$1,899,130</b>	<b>\$1,700,000</b>	<b>111.7</b>	<b>\$1,425,307</b>	<b>\$1,265,000</b>	<b>112.7</b>	<b>\$3,324,437</b>	<b>49.9</b>		<b>74.3</b>
Giglione-Ackerman	105.5	2,096,278	1,750,000	119.8	1,351,002	1,480,000	91.3	3,447,280	36.4		75.8
Theodore Pappas	98.8	1,342,991	1,300,000	103.3	1,957,481	2,075,000	94.3	3,300,473	24.5		78.7
Altig-Orlovic	97.0	5,435,622	5,525,000	98.4	9,559,128	10,000,000	95.6	14,994,750	19.4		78.3
<b>II Michael Vasu</b>	<b>118.5</b>	<b>\$1,174,390</b>	<b>\$1,200,000</b>	<b>97.9</b>	<b>\$1,392,266</b>	<b>\$1,000,000</b>	<b>139.2</b>	<b>\$2,566,655</b>	<b>53.5</b>	<b>91</b>	
Durhon Oldham	102.2	1,093,307	1,100,000	99.4	1,739,386	1,655,000	105.1	2,832,693	14.9		80.2
<b>III Laura Fisher</b>	<b>114.6</b>	<b>\$969,590</b>	<b>\$1,000,000</b>	<b>97.0</b>	<b>\$793,471</b>	<b>\$600,000</b>	<b>132.2</b>	<b>\$1,763,062</b>	<b>58.4</b>		<b>76.1</b>
Philip Prata	90.3	507,514	600,000	84.6	614,367	640,000	96.0	1,121,880	18.5		74.4
Joseph Diecedue	90.2	739,294	900,000	82.1	545,869	555,000	98.4	1,285,163	21.8		74.7
<b>V Chad Deley</b>	<b>103.2</b>	<b>\$215,188</b>	<b>\$325,000</b>	<b>66.2</b>	<b>\$638,046</b>	<b>\$455,000</b>	<b>140.2</b>	<b>\$853,234</b>	<b>58.0</b>		<b>77.5</b>
Eric Cochran	98.6	352,320	350,000	100.7	366,796	380,000	96.5	719,117	24.4		81.6
<b>VI Albert Serur</b>	<b>124.2</b>	<b>\$312,527</b>	<b>\$225,000</b>	<b>138.9</b>	<b>\$317,758</b>	<b>\$290,000</b>	<b>109.6</b>	<b>\$630,286</b>	<b>50.1</b>	<b>87</b>	
Daniel Umbertone	106.8	217,070	225,000	96.5	292,684	250,000	117.1	509,754	42.1		78.4
Corey Neff	100.9	331,604	275,000	120.6	170,760	210,000	81.3	502,364	40.8		75.8
Tiffany Roland	97.8	217,030	225,000	96.5	282,318	285,000	99.1	499,348	44.1		77.2
<b>VII Moswen Taylor</b>	<b>115.1</b>	<b>\$315,778</b>	<b>\$225,000</b>	<b>140.3</b>	<b>\$188,569</b>	<b>\$210,000</b>	<b>89.8</b>	<b>\$504,347</b>	<b>113.4</b>		<b>77.2</b>
Travis Moody	114.2	186,161	225,000	82.7	305,761	210,000	145.6	491,922	59.9		76.1
Jared Cleckner	101.6	232,053	200,000	116.0	165,771	190,000	87.2	397,824	37.4		71.2
<b>VIII Dorian Brown</b>	<b>130.9</b>	<b>\$220,966</b>	<b>\$225,000</b>	<b>98.2</b>	<b>\$171,736</b>	<b>\$105,000</b>	<b>163.6</b>	<b>\$392,702</b>	<b>13.5</b>		<b>74.5</b>
Cisco Perez	127.8	273,840	175,000	156.5	168,652	170,000	99.2	442,492	106.5		72.1
Erin Allen	113.6	268,444	130,000	206.5	27,008	130,000	20.8	295,452	N/A		73.3
Krista Thieme	92.5	197,102	130,000	151.6	43,337	130,000	33.3	240,438	86.4	84	
Christine Judge	91.3	80,802	130,000	62.2	156,678	130,000	120.5	237,480	48.9		78.6

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% Growth and 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-VIII will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

## CATEGORY I



**1**  
AL WALL  
TORONTO, ON



**2**  
CAS ROBINSON  
NEPEAN, ON

## CATEGORY III



**1**  
NICOLE MCCARTHY  
MINNEAPOLIS, MN



**2**  
SANDY KNAPP  
NEENAH, WI

## CATEGORY II



**1**  
KEVIN MCKEEN  
ROCHESTER, NY



**2**  
DAVID SCALISI  
ROCHESTER, NY

## CATEGORY IV



**1**  
DARRELL DOREY  
MAHONE BAY, NS



**2**  
STEVE ORCHERTON  
VICTORIA, BC

TOPROOKIE



**PAM MONETTI**  
ST. LOUIS, MO

ICEBREAKER



**THOMAS FLYNN**  
SEATTLE, WA



TOPMANAGER

**JACKIE LOWE**  
RED DEER, AB

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2015 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2016 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

## MAY PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	6,068	Toronto/Jackie Lowe
	2	3,093	ON/Jackie Lowe
	3	2,643	NY City/Brian Ryan
	4	2,605	AZ/Jason Beckman
	5	2,261	NJ/Brian Ryan
II	1	2,259	NY State/JT Tasker
	2	2,212	NY State/JT Tasker
	3	1,993	Mass & RI/Rosanna Gill
	4	1,649	ON/Jackie Lowe
	5	1,099	Houston/Christa Davis
III	1	2,135	MN/Dawn Trudden
	2	2,036	WI/Amanda Mlinaz
	3	1,866	BC/Jackie Lowe
	4	1,628	Toronto/Jackie Lowe
	5	1,493	MN/Dawn Trudden
IV	1	3,107	Maritimes/Melissa Lively
	2	3,097	BC/Jackie Lowe
	3	1,555	KS & NW MO/Cindy Cleary
	4	1,421	IA/Dawn Trudden
	5	1,223	WV/Tami Williams
ROOKIE	1	1,286	St. Louis/Cindy Cleary
ICEBREAKER	1	490	WA/Shannon Bennett

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

## MAY MANAGERS

Rank	Card Growth	Director
1	16,385	Laurie Onasch
2	4,104	Patti Morgan
3	3,431	Denise Gilbert
4	2,993	Laurie Onasch
5	2,266	Denise Gilbert

## MAY BONUSES

Sue Akers	Robin Denham	Katy Hogge	Kevin McKeen	Tracy Smith
Ken Altizer	Dion Dizon	Brett Hulme	Pam Monetti	Brenda Di Somma
Robin Andrade	Jeanette Dodd	Sandy Knapp	Jermaine Moore	Rona Pileggi Spano
Malka Arony	Darrell Dorey	Shane Knowles	Tim O'Connor	Donald Spohn
Ralph Beard	Vivian Dwyer	Cindy Kuncce	Steve Orcheron	Randy Stockley
Lisa Bennett	Viki Farr	Donna LaMontagna	Kathy Pappas	Jessica Treybick
Gabriela Berloni	Mark Flemm	Timothy Leary	Janis Pitts	Bryan Uhl
Deborah Boles	Mark Gagliardi	Larry Lozano	Cas Robinson	Leo VanDenBussche
Lou Nell Busby	Susan Gilbert	Dianna Lueke	Chas Robinson	Lori Vaughn
Casey Cash	Laurie Gruber	Lacy Martin	Anna Guido Rohrer	Al Wall
Fran Christie	Lisa Guay	Stephen Matous	Gary Rothman	Carl Zablorny
Cheryl Cook	Jeffrey Hapke	Nicole McCarthy	Rebecca Rozario	
Michael Cooper	Jerry Hartnett	Lisa McGee	Irene Rurycz	
Travis Daniels	Krissa Hensley	Kimberly McGuire	David Scalisi	
Vanessa Dean	Dee Hettinger	Erin McKee	Crystal Senour	

## YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	11,993	NorCal & Reno/Jason Beckman
	*2	9,526	NJ/Brian Ryan
	3	9,358	Toronto/Jackie Lowe
	4	9,169	AZ/Jason Beckman
	5	8,293	NY City/Brian Ryan
II	*1	8,570	Mass & RI/Rosanna Gill
	*2	7,356	NY State/JT Tasker
	3	6,516	BC/Jackie Lowe
	4	5,694	NY State/JT Tasker
	5	5,242	ON/Jackie Lowe
III	*1	7,844	NV/Jason Beckman
	*2	5,970	TN & SW NC/Beth Farm
	3	4,616	BC/Jackie Lowe
	4	4,605	MN/Dawn Trudden
	5	4,306	WI/Amanda Mlinaz
IV	*1	7,419	NL/Melissa Lively
	*2	7,311	KS & NW MO/Cindy Cleary
	3	7,088	BC/Jackie Lowe
	4	6,837	IA/Dawn Trudden
	5	6,127	Maritimes/Melissa Lively


ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

## YTD MANAGERS

Rank	Card Growth	Director
*1	20,639	Laurie Onasch
*2	13,368	Patti Morgan
*3	11,148	Patti Morgan
4	8,644	Michelle Baxter
5	5,921	Laurie Onasch

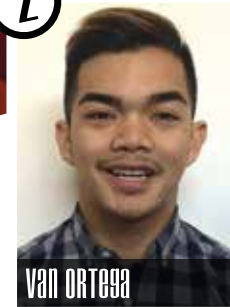
# WORLD'S GREATEST BONUS

**1**




**GEORGE KAMEL**  
\$9,188  
Surace-Smith

**2**




**VAN ORTEGA**  
\$5,678  
Altig-Orlovic

**3**




**AL ALKURDI**  
\$5,043  
Bob Olson

**4**



**DARIO MESSINA**  
\$5,003  
Zachary Hart

**5**



**JARRED SPANBAUER**  
\$4,726  
Chad Deley

## MAY BONUS LEADERS

**May Bonus Payout: \$1,884,858**  
May Bonus Qualifiers: 3,764

- \$9,188 George Kamel
- 5,678 Van Ortega
- 5,043 Al Alkurd
- 5,003 Dario Messina
- 4,726 Jarred Spanbauer
- 4,726 Mark Dushaj
- 4,710 Amanda Krywy
- 4,695 Lily Sakai
- 4,666 Michael van Delft
- 4,625 Muhammed Ashraf
- 4,441 Mike Sukhbaatar
- 4,364 Oleg Novitchii
- 4,241 Katie Massart
- 4,212 Jordan Graham
- 4,074 Alvin Ali
- 3,965 Corey Cox
- 3,893 Roghie Hassan Loo
- 3,799 Mack Hanna
- 3,573 Tevita Tupouniua
- 3,492 David Herchick
- 3,486 Erez Shabtay
- 3,325 Lee Goldman
- 3,229 Joshua Rauser
- 3,218 Michael LaVolpe
- 3,217 Joachim Jean
- 3,179 Mark Lahijani
- 3,162 Tad Teeters
- 3,161 Max Quasem
- 3,124 Paul McGuinness
- 3,081 Demetrice Parker
- 3,034 Eric LaBossiere
- 3,016 Michael Trinh
- 3,007 Alan Sedaghat
- 2,943 Benton Tong
- 2,937 Asner Saintima
- 2,934 Christopher Bungay
- 2,921 Joel Trask
- 2,920 Martial Slater
- 2,840 Kamilah Brock
- 2,812 Riley Peters
- 2,792 Nathan Montgomery
- 2,790 Samson Adelufosi

- \$2,756 Brian Singer
- 2,751 Dylan Johnson
- 2,721 Nicholas Scordos
- 2,706 Jose Rubio
- 2,662 Tobe Pope
- 2,662 Matt McBride
- 2,656 Elzbieta Mendron
- 2,643 Joshua Rush
- 2,608 Bradley Weigand
- 2,608 Alfred Uipa
- 2,602 Anna Kuczynska
- 2,597 Paul Smith
- 2,519 Bruce Tan
- 2,512 Eric Snyder
- 2,481 Christina Jauch
- 2,477 Joseph Sarasin
- 2,458 Shanita Ellmers
- 2,452 Horace Johnson
- 2,433 Sherry Schick
- 2,426 Joshua Yurinko
- 2,405 Denis Snyder
- 2,383 Jesusdieu Portilus
- 2,343 Thomas King
- 2,250 Anemone Bennett
- 2,233 Risa Moniz
- 2,227 Andrea Kessler
- 2,221 John Perry
- 2,220 Simon Carrier
- 2,184 Marlo Craig
- 2,178 Christopher Botelho
- 2,175 Steven Halm
- 2,173 Kevin Gillum
- 2,169 Daniel Juskiw
- 2,159 Brooklyn Mims
- 2,151 Theresa Young
- 2,135 Ryan Ohm
- 2,118 Erna Gasanin
- 2,116 Brandon Foster
- 2,104 Zachary Bradshaw
- 2,103 Mark Harhager
- 2,096 Scott Remmey
- 2,092 Igor Melcharek

- \$2,085 Aaron Chen
- 2,080 Susan Cousineau
- 2,073 Mike Allen
- 2,064 Jessica Smith
- 2,063 Dustin Dunbar
- 2,062 Lleiison Martinez
- 2,057 Eugenia Austin
- 2,034 Ifeanyi Ufonda
- 2,031 Shelby Poston
- 2,025 Nathaniel Richards
- 2,002 Anthony King
- 1,997 Elba Vargas
- 1,991 Jenny Alvarez
- 1,991 Ed Olfert
- 1,986 Ryan Vannoy
- 1,984 Michael Birmingham
- 1,979 Samvel Tigranyan
- 1,973 William Emura
- 1,964 Dina Boghdady
- 1,959 Christopher Pabon
- 1,958 Dean Gusher
- 1,954 Joey Sales
- 1,953 Stacy Taanuuafoa
- 1,951 Jacinta Leonardo
- 1,944 Jamie Holmes
- 1,935 Elifranc Deus
- 1,935 Eric Thompson
- 1,920 Mohannad Mekawy
- 1,899 Kelly McDonald
- 1,896 Adam Hanna
- 1,895 Diana Al Ali
- 1,893 Kayla Comer
- 1,868 Jahliil Sunrise
- 1,846 Lora Beronja
- 1,844 Priscila Gonzalez
- 1,826 Christopher Achramowicz
- 1,823 James Lawson
- 1,822 Ramy Ribahi
- 1,818 Christopher Bentley
- 1,810 Kaleiokamaile Viena
- 1,802 Jeffrey Hudson
- 1,800 Carmela Pellen

- \$1,798 Cherril Howard
- 1,798 Stephanie Novel
- 1,797 Joanna Wolak
- 1,796 Luc Do
- 1,796 Alex Castro
- 1,783 Benjamin Ainscough
- 1,778 Marie Campbell
- 1,769 Leticia Morales
- 1,764 Richard Carter
- 1,758 Matthew Conrad
- 1,758 Anthony King
- 1,757 James Bailey
- 1,754 Travis Vaughn
- 1,752 Matthew Zang
- 1,745 Ellen Schultz
- 1,744 Shalom Chaimov
- 1,741 David Schanuel
- 1,738 Armin Farahbaksh-Priebe
- 1,736 Varinia Paulo
- 1,734 Belaid Belkaid
- 1,731 Elizabeth Shayler
- 1,730 Desarae Freeman
- 1,726 Tanya Padilla Jara
- 1,720 Nicholas Forrest
- 1,720 Casey Willis
- 1,718 Ryan Kendl
- 1,716 Bennett Smith
- 1,716 Brian Hess
- 1,708 Marysa Maggio
- 1,706 Nikita Nicholas
- 1,703 Daniel Martinsen
- 1,701 Tyler McKnight
- 1,701 Maria Gutierrez
- 1,697 Raymond Scott
- 1,690 Neil Marquez
- 1,686 Brandon Behrens
- 1,684 Sonia Tynes
- 1,680 Yadollah Pourjalali
- 1,675 Nicole Wohlgemuth
- 1,671 Venita Allen
- 1,658 Laaina Havea
- 1,653 Patrick Knouse

- \$1,653 Jonathan Lamb
- 1,653 Zachary Hansen
- 1,649 Shane Slone
- 1,647 Lawrence Hauck
- 1,640 Christopher Leasure
- 1,638 Ricardo Garavito
- 1,637 Ryan Misner
- 1,628 Gabriela Becerra
- 1,621 Lafi Papalii
- 1,621 Emaly Galeano
- 1,613 Gregory VanSuch
- 1,606 Emma Sermos
- 1,606 Sharon Barnes
- 1,600 Richard Millington
- 1,594 Steven Ostroth
- 1,593 Ashleigh Clapper
- 1,589 Amelia Moeaki
- 1,580 William Parmeter
- 1,574 Kechener Petit
- 1,568 Maria Medeles
- 1,567 David Rockway
- 1,561 Chamila Matara
- 1,560 Anthony Chirico
- 1,559 Andrew Leah
- 1,557 Damarkus Loyd
- 1,557 Corey LaVigne
- 1,554 Jimmy Tchen
- 1,550 Mohannad Mekawy
- 1,546 Karima Hartani
- 1,545 Larry Finch
- 1,541 Candi Carlisle
- 1,540 Abena Edwards
- 1,537 Candice Stuckey
- 1,537 Scott Florin
- 1,536 Jeremy Schroeder
- 1,532 John Lamere
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- \$1,501 Brian MacDonald
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- 1,494 Scott Boileau
- 1,491 Jasmine Rose
- 1,490 Melissa Losk
- 1,488 Diana Henry-McCool
- 1,487 Gary LeMaster
- 1,484 Christine Wood
- 1,483 Shorne Brown
- 1,476 LaTanya Cheatham
- 1,474 Abraham Weissman
- 1,474 Jonathan Russell
- 1,467 Tanya Kuzmenko
- 1,457 Michael Steimle
- 1,453 Marisha Sommerville
- 1,452 Dalyn Quilausing
- 1,452 Mahadai Kryshundyal
- 1,451 Daniel Chousa
- 1,446 Attar Chalif
- 1,445 Harvey Quinn
- 1,444 Phillip Mrzyglocki
- 1,444 Zonia Ramirez
- 1,440 Carly Ferraro
- 1,428 Joey Kennedy
- 1,423 Melanie Ryan
- 1,423 Matthew Dawson
- 1,421 Henry Ingraham
- 1,420 James Kay
- 1,418 Mia Mitchell
- 1,417 Melissa Foy
- 1,413 Joshua Hammond
- 1,411 Michael Botond
- 1,397 Jackie Okimoto
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- 1,396 Jordan Warner
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- 1,391 Samiuela Vaea
- 1,391 Richard Seguin
- 1,380 Danielle LaBarbera
- 1,379 Michael Cali
- 1,375 Bryan Juskiv
- 1,375 Danny Koljcevic
- 1,374 Eric McKee
- 1,371 Blake Tomblin
- 1,370 Lucyna Szymanski
- 1,369 Cameron Howat
- 1,368 Janelle Ailstock
- 1,366 Catherine Phelan
- 1,365 Raymond Fuji
- 1,362 Vincent Campana
- 1,358 Patrick Donovan
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- 1,354 Evelin Castro-Sharif
- 1,349 Sesilia Otufangavala
- 1,348 Floyd Randle
- 1,347 Demmerick Stevenson
- 1,346 Temesghen Starr
- 1,342 Zackary Donatiello
- 1,340 Leya Kirchstein
- 1,324 Andrew Hynan
- 1,324 Zane Krizman
- 1,322 Aleisha Sampson
- 1,321 Shane Carlson
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- 1,315 Sally Wilson
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- \$1,306 Felicia Steele
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- 1,295 Marc Salvaggi
- 1,295 Daniel Marino
- 1,294 Matthew Castelli
- 1,292 Michael Swenson
- 1,292 Juliana Botero
- 1,288 Christopher Clark
- 1,288 Richard Sidoti
- 1,287 Anacleto Arevalo
- 1,286 Milan Sharma
- 1,286 Phillip Munsey
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- 1,279 Tiffany Harmouché
- 1,277 Lazette Hamilton
- 1,273 Stuart Pagan
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- 1,267 Jamie Tan
- 1,266 Ryan Witham
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- 1,265 Jesus Tolentino
- 1,265 Yuriy Kosovan
- 1,255 Yvette Mompoin
- 1,254 Brian Obrecht
- 1,251 Michele Hanrahan
- 1,248 Debra Small
- 1,248 Gurjot Benipal
- 1,246 Mark Auvil
- 1,245 David Bilotti
- 1,245 Vanina Bonanno
- 1,244 London Burnett
- 1,243 Elaine O'Neill
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- 1,238 Chad Matejcek
- 1,237 Glenn Martin
- 1,235 Pablo Gutierrez-Guzman
- 1,233 Robert Pawlewicz
- 1,230 Levi Nicolai
- 1,230 Chantel Floyd
- 1,228 Man Tak Tong
- 1,222 Dillon Goldman
- 1,216 Oscar Gestelum
- 1,214 Latoya Warren
- 1,213 Jeremy Becker
- 1,210 Peter Iversen
- 1,201 Zachary Whipple
- 1,199 Michael Givens
- 1,199 Jonathan Garcia
- 1,197 Amy Shui
- 1,196 Deborah Paredes
- 1,196 John Turner
- 1,195 Brandon Cooley
- 1,194 Luiz DeOliveira
- 1,192 Trevor Tollefson
- 1,192 Megan Johnson
- 1,191 Paul Campbell
- 1,187 Dawn Selden
- 1,186 Leah Unzicker
- 1,186 Stephanie Brockman
- 1,186 Katherine Bailey
- 1,185 Ryan Trimble
- 1,183 Mike Paragiou
- 1,182 Kristyn Donlon
- 1,180 Laurekins Pardovani
- 1,178 Brenda Fox
- 1,178 Eric Jaeger

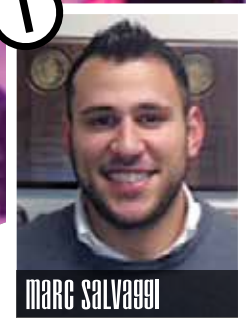



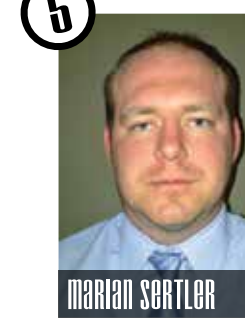
- \$1,177 Immacula Jacques
- 1,172 Dustin Edgell
- 1,170 Jennifer Reed
- 1,166 Gary Slocum
- 1,166 Marion Onar
- 1,162 Crystal Session
- 1,162 Cristi Huffman
- 1,161 Samuel Geissinger
- 1,160 Payman Ghaysari
- 1,158 James Morris
- 1,157 Cory Mulherin
- 1,155 Adam Peters
- 1,154 Edgar Izarray
- 1,154 Anacleto Arevalo
- 1,151 Omar Fernandez
- 1,148 Brandon Johnson
- 1,148 Travis Wiley
- 1,145 Sara Granja Albornoz
- 1,143 Easton Christensen
- 1,141 Ernest Fernandez
- 1,141 Luke Wenrich
- 1,140 Orett Nelson
- 1,139 Dawid Liniewski
- 1,139 Sarah DeGroot
- 1,138 Noel Bonomi
- 1,137 Rosita Tumpap
- 1,135 Sarah Gilmore
- 1,134 Brian Obrecht
- 1,133 Miranda Ramirez
- 1,133 Kamal Tayyib
- 1,132 Cassidy Stock
- 1,129 Eric Harvey
- 1,128 Ryan Grubb
- 1,127 Brent Bowling
- 1,126 Tarek Elabasy
- 1,125 Marie Arthus
- 1,124 Jeremy Cutlip
- 1,122 Levi Porto
- 1,111 Anelys Gonzalez Cortes
- 1,111 Michal Ortiz
- 1,110 Brandon Thompson
- 1,110 Jeffrey Espinal
- 1,105 Matthew Wolfanger
- 1,099 Taylor Black
- 1,098 Richard Beck
- 1,097 Kevin Haines
- 1,095 Cheetara Austin
- 1,095 Mary Robinson
- 1,095 Susan daCruz
- 1,094 Gregory Helm
- 1,094 Arthur Trost
- 1,092 Jonathan Palacios
- 1,091 Sean Walsh
- 1,091 Dennis Lovett
- 1,087 Harold Durana
- 1,086 Cathleen Hairston
- 1,084 Theron Wilson
- 1,083 Meaghan Kehl
- 1,080 Erin Noyd
- 1,075 Jagdish Sukhu
- 1,068 Eric Peyton
- 1,068 Edy Haddad
- 1,067 Michael Clemente
- 1,067 Nicholas Walsh
- 1,062 Charles Floyd
- 1,061 Pedro Lemos
- 1,060 Bernadette Casciato
- 1,057 Ashley Bordelon
- 1,056 Jorge Leon
- 1,056 Douglas Clarke

- \$1,054 Jeffery Anderson
- 1,050 Matthew Parks
- 1,050 Aaron McEntire
- 1,049 Violetta Goldman
- 1,048 Howard Dotson
- 1,048 Craig Stropf
- 1,048 Jack Fleming
- 1,048 Mahendra Chauhan
- 1,047 Vincent Hill
- 1,047 Gbemisola Adewole
- 1,040 Jihye Bai
- 1,039 Ian Pickett
- 1,034 Felix Gonzalez
- 1,034 Anacleto Arevalo
- 1,032 Stephanie Brown
- 1,030 Christopher Bennett
- 1,028 Alma B Gonzalez
- 1,025 Helen Genito
- 1,024 Diallo Fon
- 1,022 Daniel Perkins
- 1,021 Adem Abdula
- 1,021 David Rigney
- 1,020 Zachary Lakatos
- 1,019 Gary Harte
- 1,019 Brittany Holtz
- 1,018 Jerick Austria
- 1,015 Revawn Wilson
- 1,015 Daniel Bean
- 1,015 Ashley Bodnar
- 1,015 Tina Nelson
- 1,014 Robert Bilder
- 1,014 Christopher Buttacavoli
- 1,012 Lineti Kanongataa
- 1,010 Erin Moyer
- 1,009 Eli Parra
- 1,008 Tammie Hartman
- 1,006 David Duddy
- 1,005 Lydia Lozano
- 1,005 Freddie Donaldson
- 1,004 Andrew Bishop
- 1,001 Colton Gould
- 1,000 Tiare Hubbard
- 1,000 John Franklin
- 999 Kyle Lewicki
- 999 Peter Gabranski
- 996 Jeffrey Hall
- 996 Rachel Brown
- 996 Matthew Kania
- 995 Elliot Rush
- 995 Edmund Leddy
- 993 Andy Dorf
- 992 Sandra Diaz
- 992 Joel Nunez
- 992 Kasali Kotun
- 990 Chase Hrivnak
- 990 Victoria Perea
- 990 Daisy Mayama
- 989 George Connell
- 987 Anne Melville
- 987 Hazem Aboueldahab
- 985 Patricia Gonzalez
- 984 Vojstva Shqutaj
- 980 Bernie Thompson
- 979 Jennifer Dettmann
- 979 Tausha Thompson
- 978 Connor Cleary
- 974 Kyle Schimizzi
- 973 Taylora Nathaniel
- 971 Monica Dollins
- 970 Ashley Rust

- \$968 Zachery Kertulis
- 968 Jonathan Black
- 968 Michael Porter
- 966 Min Jiang
- 965 Anthony Nimmers
- 963 Evelyn Howell
- 962 Daniel Li
- 961 Michael Ruggieri
- 961 Mark Dominguez
- 955 Kelley Boone
- 954 Denzel Banford
- 953 Cherri Xie
- 950 Pejman Hesami
- 949 Kyle Schroeder-Gurnicz
- 948 Aziz Farsakh
- 947 Valeria Martinez
- 947 Sam Chan
- 943 Richard Drew
- 943 Joseph Ardoin
- 942 Daniel Lopez
- 941 David Stoll
- 940 Charles Gotcher
- 940 Joshua MacCabe
- 939 Tonya Bailey
- 937 Graciela Calderon
- 934 Deante Young
- 933 Timothy Scee
- 932 Maurice Coleman
- 932 Vincia Moore
- 932 Daniel E Austin
- 931 Daniel Toshner
- 931 Brielle Killian
- 930 Megan Daniels
- 927 Ariel Demesa
- 927 Funmiola Elumade
- 926 John Jefferson
- 924 Daniel Souza
- 924 Brittany Law
- 924 Sean Sperazza
- 923 Aaron Parsons
- 923 James Keefer
- 922 Herivelto Pereira
- 921 John O'Neal
- 919 Saul Lopez
- 918 Timothy Cruise
- 916 Crystal Cepeda
- 916 Erin Murray
- 916 Kristen Brown
- 914 Frederick Noel
- 914 Jesse Martin
- 913 Peighton Whaley
- 913 Ashley Mathis
- 912 Matthew Roughton
- 912 Stephanie Baker
- 912 Shatora Charles
- 910 Rachael Allenby
- 908 Chaz Anguay
- 908 Jennifer Bright
- 904 Warren Jones
- 904 Mike Bray
- 902 Taylor Glielmi
- 902 Daniel Johnson
- 902 Harold Sisneros
- 901 Jorge Alvarez
- 901 Garrett Burrell
- 900 Nada Pennington
- 898 Bradin Hanson
- 898 Mark Williams
- 898 Ryan Weiss
- 897 Mykia Mahan

<b>\$897</b> Shai Mate	<b>\$837</b> Jordan McDaniel	<b>\$782</b> Timothy Blackburn	<b>\$739</b> Linda White	<b>\$696</b> Brian McDonald	<b>\$654</b> Samantha Thomas	<b>\$618</b> Felipe Machado-Santana	<b>\$583</b> David Iriye	<b>\$549</b> Breann Haley	<b>\$521</b> Emily Sutton
<b>896</b> James Laster	<b>836</b> Tachane Joseph	<b>781</b> Michael Ashton	<b>737</b> Michael Checkuck	<b>695</b> Isaiah Rivera	<b>654</b> Morgan Dennis	<b>617</b> Ruben Soberanes	<b>582</b> Valerie Palmisano	<b>549</b> Vanessa Delery	<b>520</b> Robert Granzow
<b>895</b> Sophony Jorvelus	<b>836</b> Gladis Orozco	<b>780</b> Daniel Gellino	<b>737</b> Sarah Springer	<b>695</b> Vanessa Ventura-Sandoval	<b>652</b> Heather Gunter	<b>617</b> Riaz Rahman	<b>581</b> Scott Hannon	<b>549</b> Desmond Martin	<b>520</b> Taylor Thomas
<b>895</b> Kaylee Kielczewski	<b>835</b> Brody Maughan-Evanson	<b>780</b> Robert Dowe	<b>736</b> Sheralyn Gonzalez	<b>694</b> Rawad Elghadban	<b>652</b> Sasha Cogan	<b>616</b> Thomas Shaw	<b>581</b> Lischen Tah	<b>548</b> Emily Vandersluis-Hudek	<b>520</b> Ester Kim
<b>893</b> Danielle Morales	<b>835</b> Sean Boglin	<b>779</b> Manuel Matos	<b>736</b> Nicole Bromley	<b>693</b> Lindsey Egan	<b>651</b> Maxo Tanis	<b>616</b> Chhabindra Koirala	<b>581</b> Benjamin Van Fossen	<b>548</b> Kaiser Mattos	<b>519</b> Seth Delong
<b>893</b> Bryan Hip-Kam	<b>833</b> Deonte Jones	<b>779</b> Jennifer Holliday	<b>736</b> Alan Fricke	<b>693</b> Tara Haughney	<b>651</b> Gregory Bonnes	<b>615</b> Jodyann Peters	<b>580</b> Katrina Ricks	<b>548</b> Erin Haindle	<b>519</b> Glyn Hurst
<b>892</b> Jenna Criscuolo	<b>831</b> Jon Gelhorn	<b>778</b> David Adams	<b>735</b> LaTonya Tucker	<b>692</b> Kache Adrian	<b>649</b> Heather Watts	<b>614</b> Adam Wolcott	<b>579</b> Rosemary Smith	<b>548</b> Amy Pearce	<b>518</b> Michael Oluajegbe
<b>888</b> David Watkins	<b>828</b> Paul Everett	<b>776</b> Elaceia Kramer	<b>735</b> Heydy Javier	<b>692</b> Niklaus Funkhouser	<b>649</b> Alex Smith	<b>614</b> Robin Gonzalez	<b>579</b> Ronald Howard	<b>548</b> Tiffany McGraw-Legere	<b>518</b> Joshua Galdston
<b>887</b> Denis Gray	<b>827</b> Maria Fe Abad-Barte	<b>776</b> Francesca Veltri	<b>735</b> Wendy Kleiner	<b>691</b> Deborah Martin	<b>648</b> Ashley Flood	<b>612</b> Connor Lingle	<b>578</b> Kaila Stopa	<b>547</b> Samer Musleh	<b>517</b> Timothy Ernst
<b>886</b> Steven Litchfield	<b>826</b> Silvana Velez	<b>776</b> Steve Hartman	<b>734</b> Jennifer Penner	<b>691</b> Brian Kearney	<b>647</b> Michael Brinn	<b>611</b> Nadine Smith-Johnson	<b>578</b> Valerie Bootz	<b>546</b> Gustavo Rivera-Delgado	<b>517</b> John Garry
<b>885</b> Robert Moore	<b>825</b> Adrian Segalla	<b>775</b> Kevin Ishikane	<b>734</b> Colin Ghee	<b>690</b> Kyle Barter	<b>646</b> Luke Brown	<b>611</b> Amanda Hilliard	<b>578</b> Joshua Lynch	<b>546</b> Ahmed Pruitt	<b>515</b> Eli Doumit
<b>884</b> Gabriel Rocha	<b>824</b> Tonya Stringer	<b>773</b> Joanna McConnell	<b>733</b> Johnny Castro	<b>689</b> Monika Michniak	<b>646</b> Shaminder Sahota	<b>611</b> Lynn Jenkins	<b>578</b> Kimberly Barrett	<b>545</b> Kristopher Storm	<b>515</b> Emily Brunner
<b>882</b> Jessica Liles	<b>824</b> Emmit Lumpkin	<b>773</b> Preeti Sahgal	<b>730</b> Darrell Nelsen	<b>689</b> Christopher Muraca	<b>645</b> Thomas Nance	<b>610</b> Bradley Tremblay	<b>578</b> Clayton Zehring	<b>544</b> Tiffany Babin	<b>515</b> Matthew Kurey
<b>881</b> Kelli Higgins-Jones	<b>823</b> Matthew Rodriguez	<b>772</b> Rochelle Whittle	<b>730</b> Madelyn Cody	<b>685</b> Jonathan Cooper	<b>645</b> Mondra Jordan	<b>610</b> Patricia Colon	<b>577</b> Justin Prince	<b>544</b> Nicholas Alvaro	<b>515</b> Ashlie White
<b>878</b> Orlando Mayorga	<b>821</b> Christine Ambrose	<b>772</b> Timothy Copenhaver	<b>730</b> Travis Vandenberghe	<b>685</b> Connor Seemann	<b>644</b> Nathalie Kanzki	<b>610</b> Michael Davis	<b>577</b> Raymond Kwong	<b>544</b> John Cochrane	<b>514</b> Judy Koens
<b>878</b> Alexis Pineiro	<b>821</b> Noel Rose	<b>770</b> Constance Tuiteleapaga	<b>729</b> Michael Mallia	<b>685</b> Mark Morrison	<b>643</b> Jeremiah Russin	<b>609</b> Deborah Gestner	<b>576</b> Anthony Mendoza	<b>544</b> Jacob Giangjuli	<b>513</b> Mahdi Wade
<b>877</b> Akeem Provo	<b>820</b> Brittany Chelette	<b>770</b> Bradley Christiansen	<b>729</b> Robert Drake	<b>685</b> Ronald Saling	<b>642</b> Kayla Rodriguez	<b>609</b> Pablo Zetina	<b>576</b> Maria Saldana	<b>544</b> Kenan Hyseni	<b>513</b> Karen Gates
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<b>875</b> David Chen	<b>819</b> Caren Deanda	<b>769</b> Massoud Vaziri	<b>727</b> Cynthia Riddle	<b>684</b> Sashia Veerman	<b>640</b> Manuel Diaz	<b>608</b> Tina Phongsavath	<b>574</b> Viyareth Vongprachanh	<b>543</b> Lovetta Jenkins	<b>512</b> Vincent Parsley
<b>875</b> Anthony Verrett	<b>818</b> Angelique Piquion	<b>768</b> Robert Smith	<b>727</b> Hannah Amoah	<b>683</b> Kathleen Wade	<b>640</b> Gladys Puniani	<b>608</b> Alexis Roldan	<b>574</b> Joshua Fietkiewicz	<b>543</b> Mackenzi Thomas-Chmara	<b>511</b> Katherine Schwick
<b>874</b> Nichole Rouse	<b>818</b> Frank Rodriguez	<b>767</b> Yuji Dubuisson	<b>725</b> Devon Justice	<b>682</b> Meghan Penberg	<b>640</b> Sterling Tallman	<b>608</b> Austin Hamilton	<b>574</b> Amy Wilkins	<b>542</b> Jonathan Johnson	<b>511</b> Kainoa Jensen
<b>873</b> Nina Sloan	<b>817</b> Edward Nguyen	<b>767</b> Marcel Hernandez	<b>725</b> Bobbi Wiatr	<b>682</b> Marlon Del Villar	<b>640</b> Maya Simmonds	<b>607</b> Tereesha O'Neal	<b>571</b> Brianne Hanson	<b>541</b> Nicholas Casias	<b>511</b> Candace Dillon
<b>873</b> Nathan Simpson	<b>817</b> Kevin Holtz	<b>767</b> Evan Cross	<b>725</b> Karen Fleming	<b>680</b> John Norman	<b>640</b> Amanda McFann	<b>607</b> Dwight Dube	<b>570</b> Logan Klink	<b>541</b> Iman Hameed	<b>511</b> Hawa Kaba
<b>872</b> Victoria Varney	<b>816</b> Hazel Varela	<b>766</b> Nicole Goleski	<b>725</b> Maggie Rhodes	<b>680</b> Ayrilahn Johnson	<b>640</b> Kaili Anderson	<b>607</b> Tanisha James	<b>570</b> Jared Hernandez	<b>541</b> Kyle Giczkowski	<b>511</b> Michael Nelson
<b>871</b> Franklin Olulu	<b>816</b> Muzit Berhe	<b>766</b> Marisa Hudson	<b>724</b> Mystee Amuketi	<b>679</b> Jarret Lane	<b>639</b> Juan Phillips	<b>607</b> Robert Novotne	<b>569</b> Juan Montes	<b>541</b> Hakan Ozalpaskan	<b>510</b> lana Galeta
<b>871</b> Jose Garcia	<b>816</b> Cameron Witt	<b>766</b> James Snipes	<b>724</b> Patrick Bendure	<b>679</b> Joe Alvarez Perez	<b>639</b> Alexis Hamilton	<b>606</b> Aaron Smith	<b>569</b> Kristina Blakely	<b>541</b> Matthew Obringer	<b>510</b> James Davis
<b>871</b> Thomas Farrell	<b>814</b> Steven Mencis	<b>766</b> James Ware	<b>724</b> Matthew Bell	<b>676</b> Arien Seemann	<b>639</b> Brian Leffew	<b>606</b> Eric Butler	<b>569</b> Antonina Cuevas	<b>539</b> Kelly Norman	<b>510</b> James Parkman
<b>870</b> Mark Yarin	<b>813</b> Henrietta Taylor	<b>765</b> Liana Woodard	<b>723</b> Tiffany Stevens	<b>676</b> Jordan Venable	<b>639</b> Crystal Revilla	<b>606</b> Michael Meisel	<b>569</b> Ranjana Chopra	<b>538</b> Leticia Hernandez-Alba	<b>510</b> Alizann Jokbengboon
<b>868</b> Omar Torres	<b>813</b> Georgia Mavrakis	<b>764</b> Justine Nicaise	<b>723</b> Robert Ulreich	<b>676</b> Edward Lee	<b>638</b> Raney Wiseman	<b>605</b> Marcus Martin	<b>568</b> Erica Bell	<b>538</b> Kelly Ann Diedrick	<b>510</b> Tyrenna Wesley
<b>866</b> Kushinga Baudi	<b>813</b> Travis Picklesimer	<b>763</b> Joshua Lenix	<b>722</b> Afuiva Vaai	<b>675</b> Maureen Bobilya	<b>638</b> Debra Sandstrom	<b>605</b> Natasha Kincaid	<b>568</b> Martuan Sample	<b>538</b> Amber Daniels	<b>509</b> Shannon Brantley
<b>866</b> Shawn Collett	<b>812</b> Joseph Corwin	<b>763</b> Jennifer Jantzen	<b>722</b> Erika Zukauskaite	<b>675</b> Charles Carroll	<b>638</b> Sanyo Galloway	<b>604</b> Anne Strayer	<b>567</b> Sina Heak	<b>537</b> Andrew Haskins	<b>509</b> Abbas Abdul-Khaliq
<b>865</b> Angeleena O'Hearn	<b>812</b> Curtis Miller	<b>763</b> Mark Maddocks	<b>722</b> Vaine Rere	<b>675</b> Beaux Southern	<b>638</b> Lalitha Janardhanan	<b>604</b> Lailitha Janardhanan	<b>567</b> David Allen	<b>537</b> Lucia Faittele	<b>509</b> Adelfa Parinas
<b>865</b> Baelee Holloway	<b>811</b> Marc Demilia	<b>762</b> Ahmed Istiaq	<b>721</b> DeAnthony Hartman	<b>674</b> Gerilyn Bertoli	<b>637</b> Tiffany Hoover	<b>603</b> Johny Remy	<b>566</b> Robert Ford	<b>537</b> Lineti Pasikala	<b>509</b> Yairaniz Figueroa-Ruiz
<b>865</b> Jonathan Dupre	<b>811</b> Milena Arceo	<b>761</b> Margaret Rivera	<b>721</b> Lynn Doolittle	<b>674</b> Michelle Cleveland	<b>637</b> Timothy Peeler	<b>603</b> Emi Yokoyama	<b>566</b> Jennifer Robinson	<b>537</b> Noli Alea	<b>509</b> Stewart Happner
<b>864</b> Dalila Landeros	<b>810</b> Dawn Montgomery	<b>761</b> Kelsi Jewell	<b>720</b> Jespi Barcenas	<b>674</b> Christopher Visnesky	<b>636</b> Michelle Eudy	<b>602</b> Jason White	<b>565</b> Michael Abney	<b>536</b> Taurean Flournoy	<b>507</b> Jennifer DeMartino
<b>863</b> Adrian Danewicz	<b>810</b> Dylan Platt	<b>761</b> Arqum Usmani	<b>719</b> Joanna Hansen	<b>674</b> Alona Gentry	<b>636</b> Aleksandr Lomakin	<b>601</b> Stephen Del Vecchio	<b>565</b> Matthew Crysyp	<b>536</b> Morgan Mays	<b>507</b> Daniel Rivera
<b>861</b> Jesse Medina Nunez	<b>809</b> Andre Ramsey	<b>761</b> Lacey Davies	<b>719</b> Brittany Smart	<b>673</b> Kelli Lorenc	<b>636</b> Danyelle Krause	<b>601</b> Natalie Cortez	<b>564</b> Louis Ao	<b>535</b> Carlin Kaufman	<b>507</b> Mohammad Siddiqi
<b>861</b> Raynaldo Lafontant	<b>808</b> Reina Torres	<b>761</b> Angela Black	<b>717</b> Ashley de la Garza	<b>673</b> Sung Park	<b>636</b> Kene Ezuma	<b>601</b> Amarillys Haupt	<b>564</b> Jennifer Cruz	<b>535</b> Sarah Israel	<b>506</b> Odilia Goulart
<b>860</b> Lorena Herndon	<b>806</b> Sarah Dulany-Gring	<b>761</b> Marjorie Gloria	<b>717</b> Alan Teigen	<b>673</b> Malcolm Brown	<b>635</b> Courtney Baboun	<b>601</b> Niurka de Armas-Duran	<b>564</b> Niurka de Armas-Duran	<b>534</b> Heather Rettura-Lowrey	<b>506</b> Kyle Butler
<b>859</b> Kashala Guiden	<b>806</b> Jamell Ramsay	<b>760</b> Celisa Campbell	<b>716</b> Margaret Kalina	<b>673</b> Tony Arcies	<b>634</b> Carlyn Harbour	<b>601</b> Howel Smith	<b>564</b> Aulani Pang	<b>534</b> Lisa Gomez	<b>506</b> Antonio Denino
<b>855</b> Samisoni Koloa	<b>806</b> David Basnett	<b>760</b> Paul White	<b>716</b> Colin Henry	<b>673</b> Valerietina Colbert	<b>633</b> Sonja Crasler	<b>600</b> Connie Arnould	<b>564</b> Gabriela Terrazas	<b>534</b> Mollie Uphoff	<b>505</b> Shannon Brown
<b>855</b> Boris Powell	<b>806</b> Phong Her	<b>760</b> Michelson Aristhyll	<b>716</b> Richard Barbour	<b>671</b> Richard Mitchell	<b>633</b> Andres Liranzo	<b>600</b> Steven Counts	<b>563</b> Terrell Milton	<b>533</b> Sara Rostamijalilian	<b>505</b> Jacob Millorino
<b>855</b> Tanya Labinowicz	<b>805</b> Robert Weaver	<b>760</b> Brian Wright	<b>713</b> Richard Yanni	<b>670</b> Thomas Gunn	<b>633</b> Akame Ndumbe	<b>599</b> Bianka Humphries	<b>562</b> Angelique Lavalay	<b>533</b> Emilie Kilpatrick	<b>505</b> Danny Favreau
<b>855</b> Austin A Smith	<b>805</b> Kareem Mutia	<b>760</b> Denville Loney	<b>712</b> Jocelyn Bolito	<b>670</b> Bernardo Lopez	<b>632</b> Starr Ross	<b>598</b> Diane Williams-Lewis	<b>560</b> Yvonne Bando	<b>533</b> Michael Buschkiel	<b>504</b> Jared Smith
<b>855</b> Jami Nugent	<b>803</b> Connor Kuckelman	<b>758</b> Tasha Tucker	<b>712</b> Jacob Vargas	<b>670</b> Rubens Charles	<b>632</b> Karyn Schmitt	<b>598</b> Leslie Bowsky	<b>559</b> Nic Iagulli	<b>532</b> LaMorris Reynolds	<b>504</b> Jarrod Hebert
<b>854</b> Ashley Gatewood	<b>801</b> Rhonda Boucher	<b>758</b> Jason Craig	<b>711</b> Anthony Savinon	<b>670</b> Jason Gligorov	<b>631</b> Jose Rivera	<b>598</b> Amanda Hardy	<b>559</b> Machozi Pondamali	<b>532</b> Brendan Jensen	<b>503</b> Jai Troche
<b>854</b> Lillian Carroll	<b>800</b> Calvin Shaw	<b>757</b> Richard Devors	<b>709</b> Paula O'Connor	<b>669</b> Joseph Boachie	<b>631</b> Anthony Cariello	<b>596</b> Deanne Honeycutt	<b>558</b> Maylanna Clark	<b>532</b> Shaun Perritt	<b>503</b> Kevin Appasamy
<b>853</b> Najma Mohamed	<b>799</b> Nico Baldelli	<b>757</b> Brandon Denesiuk	<b>709</b> Richard Johnson	<b>668</b> Christina Kusuma	<b>631</b> Asanti Rodgers	<b>595</b> Frank Kacvinsky	<b>558</b> Scott Wheeler	<b>531</b> Teja Pegram	<b>503</b> Cynthia Cler
<b>852</b> Savannah Villanueva	<b>797</b> Mark Bishop	<b>756</b> Alex Loosli	<b>708</b> Tonia Reaves	<b>666</b> Tiffany Tavormina	<b>630</b> Lucky Faaititi	<b>594</b> Scott Harris	<b>558</b> Donrie Purcell	<b>531</b> Kristy King	<b>503</b> Kimberly Alston
<b>852</b> Scott Hanna	<b>796</b> Ala Awad	<b>756</b> Stephanie Harris	<b>708</b> Elena Riley	<b>666</b> Ashley Foreman	<b>630</b> Robert Adams	<b>594</b> Robert Kupcha	<b>557</b> Kelly Rowlette	<b>530</b> Mohammed Moalawi	<b>502</b> Benjamin Bible
<b>851</b> Darrin Roberts	<b>796</b> Michael Batdorf	<b>755</b> Nina Blackmon	<b>708</b> Jerome Rush	<b>666</b> Kenneth Chambers	<b>630</b> Robert Adams	<b>593</b> Jennifer Larrison	<b>557</b> Casey Jarratt	<b>530</b> Barkley Collinson	<b>502</b> Henry McCormick
<b>850</b> Teofilo Rodriguez	<b>795</b> Mark Lomonaco	<b>755</b> Thang Thai	<b>708</b> Angella Dyczewski	<b>665</b> Courtney Stroud	<b>629</b> Michael Yee	<b>593</b> Kehinda Pryor	<b>557</b> Omar Benmakhlof	<b>529</b> Jeremy Osborn	<b>501</b> Linda White
<b>850</b> Melanie Gonzalez	<b>794</b> Marielea Luis-Rios	<b>754</b> Stafea Rivera	<b>706</b> Jeremy Engrav	<b>665</b> Phyo Phyo	<b>628</b> Steve Mersan	<b>592</b> Perry Jones	<b>557</b> Christopher Banks	<b>529</b> Rami Yacoub	<b>501</b> William Silas
<b>849</b> Matthew Lukesh	<b>793</b> Darrelyn Jennings	<b>753</b> Lori Chambers	<b>705</b> Patrick Rowe	<b>664</b> Craig Mitchell	<b>628</b> Geri Hedrick	<b>592</b> Brian Fuller	<b>556</b> Roxanne Adu-Gyamfi	<b>528</b> Dianna Todd	<b>501</b> David Johnson
<b>849</b> Kory Louvelle	<b>791</b> Soonalote Taogaga	<b>753</b> Clarice Alexander	<b>705</b> Victor Rivera	<b>664</b> James Weir	<b>627</b> Mynor Lemus	<b>592</b> Glenda Crump	<b>556</b> Grace Valdivia	<b>527</b> Anthony Theriault	<b>501</b> Nathan Brenneman
<b>849</b> Cynthia Sittig	<b>791</b> Ryan Thomas	<b>753</b> Alan Gibson	<b>705</b> Fadi Nassar	<b>664</b> Luz Henslee	<b>626</b> Steve Lopez	<b>592</b> Noor Salah	<b>556</b> Yulisa Feliciano	<b>527</b> Connor Purington	<b>501</b> Juan Torres
<b>847</b> Robert Biser	<b>791</b> Christabel Ornelas	<b>753</b> Zachary Hansen	<b>704</b> Richard Brown	<b>661</b> Nathaniel Lantz	<b>625</b> Joseph Huh	<b>592</b> Arlo Hall	<b>555</b> Terrina Chism	<b>526</b> Billi Jo Hawkins	<b>501</b> Avery Prince
<b>846</b> Rakesh Jain	<b>790</b> Mark Darling	<b>752</b> Cynthia Kile	<b>703</b> Delroy Phang	<b>661</b> Orey Yates	<b>625</b> Thaddeus Cardwell	<b>591</b> Michael DeGiovanni	<b>554</b> Colin Quigley	<b>526</b> Asad Ahmed	<b>501</b> Tiara Manning
<b>846</b> Donna Bodine	<b>790</b> Julie Aprahamian	<b>751</b> Ghia Carswell	<b>703</b> Gregory Hayman	<b>660</b> Adam Weiss	<b>624</b> Patrick	<b>591</b> Lee Jeffers	<b>553</b> Joseph Sheffield	<b>526</b> Mark Kilcullen	<b>501</b> James Reddick
<b>846</b> Richard Amato	<b>790</b> Randy O'Campo	<b>748</b> Carl Lindsay	<b>702</b> Tyler Rowsey	<b>660</b> Jonathan Dearolf	<b>624</b> Ngangyuo Tchounchui	<b>591</b> Vashawn Nelson	<b>553</b> Cdelois Rivers	<b>526</b> Jacob Halliwell	
<b>845</b> Joshua Dotson	<b>790</b> Bradley Kampmeier	<b>748</b> Danielle Tucci	<b>702</b> Maura Moncada	<b>659</b> Harold Clossey	<b>624</b> Cory Reuzenaar	<b>591</b> James Halderman	<b>553</b> Thomas Lafferty	<b>525</b> Mario Frias	
<b>844</b> Tyler Worstell	<b>789</b> Madison Thach	<b>747</b> Alexander Newton	<b>701</b> Lindsay Walker	<b>659</b> Dan Parker	<b>622</b> Christopher Sappenfield	<b>589</b> LaTasha Boyd	<b>553</b> Curtis Henderson	<b>525</b> Cortland Nicholson	
<b>844</b> Zachary Lowman	<b>788</b> Thomas Christensen	<b>746</b> Jeremy Winter	<b>701</b> Christian Craig	<b>659</b> Jennifer Young	<b>622</b> Benjamin Weaver	<b>588</b> Garrett Shelton	<b>553</b> AnnMarie Stormo	<b>524</b> Shavonne Hudson	
<b>841</b> Ivy Bruccleri	<b>787</b> Iryna Gutsol	<b>745</b> Ava Joyce Odjimer	<b>700</b> Kathryn Fell	<b>658</b> Joseph Campos	<b>621</b> Darlene Larimore	<b>587</b> Sione Ika	<b>553</b> Megan Hilbert	<b>524</b> Samuel Brockington	
<b>840</b> Renee Cunningham	<b>786</b> Adam Kidikas	<b>745</b> Meagan Michaud	<b>700</b> Ray Salmon	<b>658</b> Amanda Bryan	<b>621</b> Jessica Barry	<b>586</b> Kyra Stone	<b>551</b> Paul Torman	<b>524</b> Wilmer Jimenez	
<b>840</b> Thomas Prather	<b>786</b> Badum Maaloo	<b>745</b> Brian Hutchings	<b>700</b> Jesse Spencer	<b>658</b> Phi Phan	<b>620</b> Gerald Dodson	<b>585</b> Joseph Kleebe	<b>550</b> Alexander Orr	<b>523</b> Holly Lacey	
<b>839</b> Tran Thi Nam Nguyen	<b>785</b> Theodore Ryan	<b>744</b> Hannah Linderholm	<b>698</b> Romona Afamasaga	<b>658</b> Monica Yamada	<b>619</b> Blake Dempsey	<b>585</b> Antionette Pringle	<b>550</b> LaToya James	<b>523</b> Rebecca Stern	
<b>839</b> Michael Alheit	<b>785</b> Benjamin Chertok	<b>743</b> Angela Duran	<b>698</b> Thomas Lypps	<b>656</b> Subrina Husser	<b>618</b> William Chu	<b>585</b> Joseph Bilek	<b>550</b> Samuel Lewis	<b>522</b> Hinda Grayman	
<b>838</b> Christopher Beveridge-Calvin	<b>783</b> Sean Thormann	<b>741</b> Larissa Anderson	<b>696</b> Raphael Jaras-Dunfey	<b>656</b> Joshua J Johnson	<b>618</b> Ashley Conte	<b>585</b> Brandie Bonner	<b>549</b> Paul Deatherage	<b>522</b> Ashley Wenning	
	<b>783</b> Darius Rowan	<b>740</b> Shelley Cahill	<b>696</b> Lundy Lichte	<b>655</b> Bret Nilson	<b>618</b> John Lyons	<b>583</b> Kelly Stephens	<b>549</b> Christopher Schell	<b>522</b> Shantayia Williams	

# LEADERSHIP BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$39,445</b> Surace-Smith	<b>\$36,064</b> Surace-Smith	<b>\$33,910</b> Zachary Hart	<b>\$33,669</b> Sabrina Lloyd	<b>\$32,675</b> Sabrina Lloyd

## MAY BONUS LEADERS | May Bonus Payout: \$1,782,162

May Bonus Qualifiers: 594

- \$39,445** Marc Salvaggi
- 36,064** Patrick Bendure
- 33,910** Joshua Dishong
- 33,669** Zach Otto
- 32,675** Marian Sertler
- 32,090** Nicholas Moore
- 32,065** Matthew Diulus
- 28,458** Ryan Fickert
- 26,837** Robert Kanaan
- 25,761** Daniel Hartwig
- 22,271** Thomas Vena
- 18,885** Bobby Szwaja
- 18,248** Andy Sertler
- 17,491** Joshua Krueger
- 16,615** Corey Helly
- 16,463** Harold Durana
- 16,075** Stephen Hill
- 15,133** Christopher Akins
- 14,248** Justin Adams
- 13,825** Morgan Lobello
- 12,984** David Wang
- 12,574** Charles Ferrari
- 12,015** Jake Yagjian
- 11,917** Alon Fischer
- 11,644** Jason Bratin
- 11,505** Ernest Powell
- 11,472** Gabriela Sime
- 11,469** Dustin Dunlap
- 11,087** Evan Donoghue
- 11,022** Michael Clemente
- 11,018** Doreen Ryan-Foti
- 10,913** David Guzman
- 10,702** Matthew Parks
- 10,690** Richard Dyer
- 10,434** Rafi Nawabi
- 9,996** Evan Holzhauer
- 9,953** Brian Zuzick
- 9,870** Mohammed Moalawi
- 9,402** Joshua Rush
- 9,378** Britton Costa
- 9,144** Jonathan Emura
- 9,092** Aaron McLean
- 9,055** Steven King
- 9,032** Craig Ebinger
- 9,008** Kade Beck

- \$8,832** Adeyemi Akinade
- 8,431** Levar Morgan
- 8,407** Richard Mansfield
- 8,376** Patrick Guthrie
- 8,202** Michael Laramie
- 8,123** Scott Wheeler
- 8,040** Mark Dombrowski
- 8,000** Shahab Mahdavinnejad
- 7,998** Steve Svendsen
- 7,972** Magda Figueiredo
- 7,951** Sara Vaz
- 7,824** John Conard
- 7,686** Richmond Gerrish
- 7,663** Blake Higuchi
- 7,599** Dan Ikei
- 7,565** Roger Fung
- 7,431** Brandon Teter
- 7,426** Casey Kunash
- 7,353** Erez Shabtay
- 7,234** Chelsie Otto
- 7,213** Bobby Gujral
- 7,118** Marisa Willgruber
- 7,047** Brian Gilmore
- 6,955** Ryan Stenglein
- 6,953** Ryan McIntosh
- 6,936** John Nieves
- 6,920** Antonio Reyes
- 6,760** Joshua Olin
- 6,735** Nicholas Scordos
- 6,683** John M McGrath
- 6,673** George O'Shea
- 6,671** Patricia Cicerale
- 6,611** Brent Bowling
- 6,521** Robert Park
- 6,499** Melinda-Rae Lyse
- 6,429** Jinelly Urena
- 6,419** Christina Meyer
- 6,374** Nicholas Lorence
- 6,304** Andre Bent
- 6,212** Nasr Quadri
- 6,023** Troy Plummer
- 5,988** Kody Kramme
- 5,920** Jimmy Tchen
- 5,784** Lorena Barriere
- 5,784** Michael Stuver

- \$5,735** Ryan Hall
- 5,720** Mark Hileman
- 5,676** Joy Vann-Austin
- 5,534** London Nelson
- 5,465** Robert Smith
- 5,432** Michael C Williams
- 5,416** Beau Locker
- 5,411** Atta Saleh
- 5,406** Sean Velasquez
- 5,332** Chad Potts
- 5,312** Darrell Asbell
- 5,303** Stephen Giddens
- 5,240** Monica Brown
- 5,216** Sokol Fazliu
- 5,206** Charley Forshee
- 5,198** Ryan Wilson
- 5,080** Jameetri Washington
- 5,062** Rodney Ward
- 5,055** Darren Miller
- 4,990** Juan Olvera
- 4,966** Mark Beckford
- 4,960** Andre Hawthorne
- 4,919** Cara DeFiore
- 4,898** Paul Samra
- 4,802** Daven Hermosura
- 4,780** Christopher Dicks
- 4,762** Allen Watson
- 4,756** Ofa Tupouniua
- 4,744** Joshua Jackson
- 4,735** Steve Bryant
- 4,720** Anita Ferris
- 4,670** Brett Grysa
- 4,622** Syed Quadri
- 4,542** Ashley Wenning
- 4,471** Mike Lade
- 4,462** Matthew Conrad
- 4,446** Christopher Bentley
- 4,416** Bradley Kampmeier
- 4,318** Albert Lau
- 4,296** Robert Hamilton
- 4,265** Avi Kauderer
- 4,126** Holly Lacey
- 4,057** Stephen Jeung
- 4,001** Herbert Stell
- 3,971** Matthew Turnquist

- \$3,954** Jeffery Thiel
- 3,935** London Burnett
- 3,895** Gevorg Yanukyan
- 3,882** Andrew Bishop
- 3,879** Elizabeth Chilson
- 3,849** Scott Montgomery
- 3,822** Mack Doby
- 3,810** Michael Musso
- 3,792** Edford Banuel
- 3,785** Michael Gerstein
- 3,781** Rita Haidinger
- 3,776** Taylor Black
- 3,739** Cassondra Cantner
- 3,733** George Weller
- 3,687** Andrew Aaron
- 3,666** Craig Stropmf
- 3,651** Duni Olusegun
- 3,645** Begona Patino-Lopez
- 3,630** Lori Dacyk
- 3,624** Jonni Ng
- 3,610** Cleopatra Sola
- 3,569** William Robinson
- 3,557** Lamar Livingston
- 3,556** Nicole Sanders
- 3,514** Julianne Scavo
- 3,498** Corey Hallam
- 3,437** Andrew Wagner
- 3,431** Deana Plaster
- 3,300** Michael Cirelli
- 3,269** Tucker Gregor
- 3,140** Matthew Cessna
- 3,130** Jonathan Maust
- 3,103** Jessica Wilhite
- 3,077** Derek Foore
- 3,065** Ryan Bisanz
- 3,038** Ricardo Subero
- 3,032** Mark Kukielski
- 3,028** Michael Russo
- 2,981** Carrie Hammer
- 2,980** Jessica Santamarina
- 2,955** Jesse Doherty
- 2,911** Brian Thai
- 2,884** i-Perfection Harris
- 2,882** Michael Williams Jr
- 2,839** Dominic Telymonde

- \$2,825** Glenn Martin
- 2,811** Kelvin Fernandez
- 2,798** AshLynn Orng
- 2,790** Joel Braggs
- 2,780** Jordan Reinhold
- 2,773** Patrick Stenglein
- 2,768** Alex Roland
- 2,736** Michael Denton
- 2,730** Patrick Rieger
- 2,693** Martyna Duda-Pasieka
- 2,680** Andrew J Wilson
- 2,677** Arthur McIntyre
- 2,674** Joseph Kanaan
- 2,656** Tyler McKnight
- 2,655** Christina Jauch
- 2,574** Daniel Walton
- 2,560** Devon Chapman
- 2,533** Bryan Juskiw
- 2,480** Samuel Cohen
- 2,467** Jon Gelhorn
- 2,451** Brandon Minor
- 2,431** Duane Shaw
- 2,387** Trevor Mayer
- 2,385** Grant Myers
- 2,378** Gary Slocum
- 2,372** Philip Roffi
- 2,318** Kasali Kotun
- 2,288** Paul Smith
- 2,281** Ala Awad
- 2,263** Muhammed Ashraf
- 2,230** Jamil Harris
- 2,212** Aaron Haynes
- 2,200** Andrew McQuade
- 2,177** Timothy Wilson
- 2,126** Gregory Graham
- 2,116** Carrie Padgett
- 2,102** Dustin Dunbar
- 2,074** Menno Glick
- 2,064** Patrick Duray
- 2,060** Stephanie Kell
- 2,050** Elias Boles
- 2,049** Angel Martinez
- 2,035** Christian West
- 2,030** Natalie Linker
- 1,968** Sharif Grays





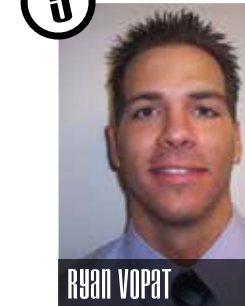
- \$1,964** Jordan Chalom
- 1,923** Minh Phung
- 1,893** Frank Cordaro
- 1,889** Eric Thompson
- 1,884** Christopher Hintz
- 1,879** Curtisha Stephens
- 1,876** Brandon Edens
- 1,869** Anthony Lopez
- 1,859** Derrick Coates
- 1,829** Jesse Spencer
- 1,817** Cole Maisonneuve
- 1,811** Jorge Guerra
- 1,795** Erica Fitzsimmons
- 1,750** Nikolas Moreschi
- 1,738** Chris La Fond
- 1,716** Paul Zuzick
- 1,705** Kelly Ekker
- 1,700** Angela Landry
- 1,670** Justin Diaz
- 1,624** Timothy Bugge
- 1,623** Stephanie Lovins
- 1,617** Aaron Parks
- 1,609** Michael Mallia
- 1,602** Scott Sonnenberg
- 1,598** Hussain Mir
- 1,594** Jonathan Jones
- 1,584** Herman Fennell
- 1,575** James Winfield
- 1,557** Michael Russin
- 1,548** David Rigney
- 1,540** Donte Grant
- 1,536** Brett Maurice

- \$1,530** Ariana Jones
- 1,511** Lindsey Dettwiller
- 1,504** Michael Shaba
- 1,484** Robert Drake
- 1,480** George Taramas
- 1,466** Victor Agurto
- 1,450** Nathan Doyle
- 1,437** Alix Albright
- 1,429** Mike Paragiu
- 1,425** Sarah Gilmore
- 1,419** DeAnthony Hartman
- 1,417** Amr Shater
- 1,417** Edwin Rodriguez
- 1,408** Brandon MacDonald
- 1,397** Nathan Hunt
- 1,381** Alifonzo W Garcia
- 1,344** Ryan Tomajcik
- 1,340** Jamie Gates
- 1,337** Aziz Farsakh
- 1,332** Shawn Lewicki
- 1,307** Jamie Winters
- 1,300** Steven Rios
- 1,267** Elyse Bryan
- 1,259** Corey Moore
- 1,254** Virakbot Oung
- 1,239** Heather Watts
- 1,202** James Sherwood
- 1,201** Jason Lee
- 1,197** Joshua Rauser
- 1,195** Sonia Tyner
- 1,190** Rachel Gallagher
- 1,182** Susan Bedrossian
- 1,164** Alma Lozano

- \$1,157** Nacole Newbold
- 1,155** Vinecia Moore
- 1,143** Christopher Credle
- 1,138** Jimez Parker
- 1,135** Andre McCallum
- 1,131** Johnny Ly
- 1,101** Brandon R Baker
- 1,100** Jesse Benwell
- 1,100** Troy Williams
- 1,095** Asiguy Haugabook
- 1,094** Thomas Longino
- 1,087** John McDougald
- 1,080** Ryan Orloski
- 1,075** Tonya Bailey
- 1,057** Kyle Alden
- 1,043** Lesina Ah Sue
- 1,034** Joseph Tomanovich
- 1,018** Micah Focken
- 979** Christopher Clark
- 961** Kyle Lewicki
- 954** Troy Elliott
- 931** Liam Flaherty
- 929** John Sparby
- 913** Matthew Zang
- 907** Ruben Santillana
- 902** Calvin Irving
- 894** Shane Carlson
- 891** Pamela Randle
- 890** Andrew Chambers
- 886** Marco Camire
- 885** Fernando Siordia
- 875** Gregory Sampat
- 871** Tyler Worstell
- 863** Kyle Schimizzi

- \$849** Gerrit Stephens
- 842** Ibrahim Bah
- 833** Jenna Grula
- 831** Susan Scott
- 827** Roberto Navarro
- 826** Alexandra Berberich
- 1,101** Christopher Muraca
- 821** Christopher Bennett
- 817** Bilal Farsakh
- 816** Levi Porto
- 1,094** Heulett Suggs
- 810** Francis Ingulli
- 796** Jesse Bachrach
- 793** Mary-Delores Ayarzagoitia
- 791** Aaron Voegel
- 790** Laura Frew
- 786** Dean Jensen
- 783** Kimberle Spooner
- 780** Anthony Theriault
- 780** Matthew Dawson
- 772** Delmy Diaz-Cervantes
- 770** Julia Loboda
- 766** Phillip McElfresh
- 765** David Thornton
- 758** Ericka Martinez
- 757** Joshua West
- 738** Austin W Smith
- 730** Brody Maughan-Evanson
- 724** Cristina Fox
- 716** Timothy Watson
- 715** Michael Tribbitt
- 713** Silvana Velez
- 712** Michael Coulthard
- 701** Kimberly Tagliavia

# REINSTATEMENT BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$3,483</b> Don Foti	<b>\$3,347</b> Albert Serur	<b>\$2,624</b> Theodore Pappas	<b>\$2,545</b> Sabrina Lloyd	<b>\$2,500</b> Surace-Smith

## MAY BONUS LEADERS | May Bonus Payout: \$64,209

May Bonus Qualifiers: 170

- \$3,483** Sami Mogannam
- 3,347** Maurice Baritz
- 2,624** Dason Phaul
- 2,545** Nicholas Gasparro
- 2,500** Ryan Vopat
- 1,699** Carlo Bonifazi
- 1,594** Faith Jones

- \$1,422** Joseph B Smith
- 1,297** Laurekins Pardovani
- 1,283** Bryan Czajkowski
- 1,115** Meakie Grice
- 1,101** Scott Dillingham
- 1,086** Muhammed Ashraf
- 1,045** Matthew Girard

- \$1,037** Victor Rodos
- 1,028** Cody Toth
- 980** Jennifer Oakland
- 931** Bradley Weigand
- 920** Glyn Hurst
- 860** Herivelto Pereira
- 843** Jazmin Perez


- \$841** Dinah Cawthorne
- 778** Natalie Soboleva
- 772** Richard Walus
- 714** Joseph Faisant
- 669** Mark Lahijani
- 648** Kaela Ancheta
- 640** John Adams

- \$545** Michael Perez
- 523** Pamela Faircloth
- 519** Mitchell Look




# SA/GA DIRECT CODE FIELD TRAINING BONUS

**1**




**ROBERT BISER**  
\$12,206  
Zachary Hart

**2**




**VIYARATH VONGPRACHANH**  
\$5,873  
Simon Arias

**3**




**FRANK RODRIGUEZ**  
\$4,993  
Giglione-Ackerman

**4**



**PATRYCJA GRUDZINSKA**  
\$4,534  
Sabrina Lloyd

**5**



**LINDSEY DETTWILLER**  
\$4,323  
Surace-Smith

## MAY BONUS LEADERS

May Bonus Payout: \$566,162  
May Bonus Qualifiers: 696

- \$12,206 Robert Biser
- 5,873 Viyarath Vongprachanh
- 4,993 Frank Rodriguez
- 4,534 Patrycja Grudzinska
- 4,323 Lindsey Dettwiller
- 4,171 Tyler Worstell
- 4,120 Kelvin Fernandez
- 4,099 Krystian Drozd
- 4,059 Brody Maughan-Evanson
- 4,017 Yuriy Kosovan
- 3,992 Cristina Fox
- 3,771 Alejandro Pineda
- 3,650 Natalia Tatkovska
- 3,592 Alex Normandeau
- 3,540 Jeffrey Gilliana
- 3,519 Marcus Piccirilli
- 3,500 Edill Cobos
- 3,383 Matthew Dawson
- 3,372 Karen Mosley
- 3,214 Paul Smith
- 3,206 Eric Snyder
- 3,150 James Sherwood
- 3,091 Phillip Waisman
- 3,039 Elias Boles
- 2,985 George Connell
- 2,904 George Weller
- 2,793 Edwin Rodriguez
- 2,749 Cristian Mata Penagos
- 2,717 Andre McCallum
- 2,702 Bilal Farsakh
- 2,657 Lesina Ah Sue
- 2,606 Omar Torres
- 2,569 Mandy Johnson
- 2,517 Gerrit Stephens
- 2,496 Amir Kashfolayat
- 2,489 Ruben Santillana
- 2,488 Lucan Schmidt
- 2,462 Rachel Mesnard
- 2,454 Peter Gabranski
- 2,451 Christopher Bennett
- 2,444 David Peebles
- 2,420 Nathan Hunt

- \$2,410 John McDougald
- 2,401 Eric Thompson
- 2,323 Bonnie Dupre
- 2,307 Derek Foore
- 2,301 Danielle LaBarbera
- 2,294 Marie Laine
- 2,290 Amanda Krywy
- 2,275 Lisa Burleson
- 2,234 Joshua Miker
- 2,217 Dylan White
- 2,217 Timothy Penso
- 2,153 Jonathan Jones
- 2,146 Calvin Irving
- 2,121 Thomas Soloweyko
- 2,103 Duane Shaw
- 2,102 Jeramey Pitman
- 2,084 Casey Finley
- 2,061 Tabitha Witherell
- 2,038 Kethler Claimon
- 2,033 Rachel Gallagher
- 2,023 Alexander Johnston
- 2,004 Anita Przybylowicz
- 1,985 Jason Lee
- 1,961 Clint Uwaine
- 1,924 Martyna Duda-Pasieka
- 1,921 Kassandra Perez
- 1,916 Kyle Lewicki
- 1,913 James Bonaccorsi
- 1,898 Debra Small
- 1,887 Stuart Pagan
- 1,872 Michael Stuver
- 1,867 Ariana Jones
- 1,855 Nathalie Kanzki
- 1,838 Christopher Stevens
- 1,826 Joseph McCallister
- 1,796 Jacob Vargas
- 1,786 Glenn Arakawa
- 1,776 James Frese
- 1,774 Victor Agurto
- 1,763 Aaron Parks
- 1,759 Meghan Harris
- 1,750 Marysa Maggio

- \$1,730 Garrett Shelton
- 1,720 Jacob Carlson
- 1,713 Johnny Ramos
- 1,702 Nacole Newbold
- 1,677 Waleah Salah
- 1,654 Vance Rountree
- 1,642 Carlos Frazier
- 1,587 Kendall Wilson
- 1,566 Bryant Rayford
- 1,560 Rayleen Kama
- 1,515 Alix Albright
- 1,515 Jacob Davis
- 1,503 Scott Ross
- 1,487 James Buch
- 1,483 Orby Kelley
- 1,482 Johnny Ly
- 1,456 Fran Kolos
- 1,428 Laura Frew
- 1,421 Roger Rau
- 1,415 James Wells
- 1,415 Aaron Dupras
- 1,413 Timothy Bugge
- 1,392 Taylor Foster
- 1,385 Julia Loboda
- 1,378 Scott Davison
- 1,376 Brenda Goff
- 1,369 Joseph Kanaan
- 1,368 Tonya Bailey
- 1,362 Christopher Bungay
- 1,358 Jessica Napiza
- 1,340 Jimez Parker
- 1,314 Sean Boglin
- 1,296 Todd Sowell
- 1,291 Jorge Guerra
- 1,289 Kristen Brown
- 1,285 Alma Lozano
- 1,272 Derron Alexander
- 1,265 Brian Thai
- 1,264 Arien Seemann
- 1,264 Oleg Novitchii
- 1,254 Christina Jauch
- 1,254 Andrew Maxey

- \$909 Martha Garcia
- 909 Samuel Robertson
- 900 Terrence Smith
- 895 Dylan Klotz
- 894 John Bacaron
- 891 Diane Williams-Lewis
- 889 Steven Rios
- 884 Sara Rostamijalilian
- 884 Geddes Robinson
- 881 Austin A Smith
- 879 Michele Meade
- 873 Richard Jones
- 871 Hyunchul Chung
- 870 Skyler Hornung
- 866 Jordan Barron
- 860 Chirotam Ilokvwu
- 855 Jesus Tolentino
- 854 Penelope King
- 853 Leo Wright
- 849 Eric Peyton
- 845 Kiah Bryant
- 844 Felipe Machado-Santanna
- 842 Kassandra Perez
- 828 James Jones
- 825 Steven Halm
- 823 Tiffany Babin
- 823 Hector Mendez
- 814 Tanya Dodson
- 813 David Doles
- 813 Asad Ahmed
- 804 Johana Fartouh
- 794 Akasha Trujillo
- 792 Brian Wallace
- 791 Cameron Stanley
- 788 David Hefflin

- \$777 Jennifer Bettis
- 770 Karima Hartani
- 767 Abraham Weissman
- 767 Gaspare Basile
- 757 Morgan Mays
- 754 Karla Stewart
- 745 Richard Whyte
- 739 Tiffiney Harmouche
- 737 Jason Ashline
- 730 Mauri Ramirez
- 730 Joshua Randolph
- 729 Ranjana Chopra
- 729 Amanda South
- 726 Cameron Howat
- 723 Courtney Hayes
- 723 Christopher Gray
- 713 Daniel Marino
- 712 Stefan Johannsson
- 711 Milan Sharma
- 710 Denis-Michael Catalano
- 705 Daryl Graham
- 705 DeAnthony Hartman
- 700 Dana Black
- 698 Vanessa Ventura-Sandoval
- 697 Jonathan Frigola
- 696 Bradley Wu
- 695 Shannon Stewart
- 694 Emmanuel Williams
- 692 Christina LaPlant
- 691 Shannon Longcore
- 686 Timothy Moody
- 682 Tereesha O'Neal
- 681 Alejandro Gonzales
- 678 Cameron Johnson
- 678 Hoang Nguyen

- \$675 Asiguy Haugabook
- 674 Maryna Semenova
- 672 Ericka Martinez
- 670 Pablo Zetina
- 669 Samantha Tshuma
- 667 Somphou Olivas
- 667 Thomas Longino
- 665 Tad Teeters
- 664 Erna Gasanin
- 661 David Herchick
- 659 Ryan Hillman
- 655 Thomas Dillon
- 653 Jonathan Black
- 649 Richard Pazak
- 647 Myles Coston
- 647 Emma Sermos
- 643 Norine Fortier
- 641 David Lawrence
- 641 Michael Russo
- 640 Kimberly Starks
- 638 Wanda Williams
- 635 Angeleena O'Hearn
- 632 Marcus Moody
- 632 Robin Wissmann
- 631 Shawn Lewicki
- 630 David Palmer
- 629 Vincent Campana
- 627 Ryan Witham
- 625 Justine Dennis
- 624 Michael Buckelew
- 621 Sean Douglas
- 620 Susan Sereke
- 620 Zonia Ramirez
- 614 Marques Holmes
- 609 Luao Leota

- \$530 Ryan Beuc
- 527 George Taramas
- 527 Michael Coulthard
- 520 Anthony Metas
- 519 Jenny Alvarez
- 516 James Williams
- 515 Marmin Alea
- 507 Ashley Bailey
- 506 Brendan Bradfield
- 505 Travis Kovach
- 505 Angel Johnson
- 505 Joshua Lynch
- 505 Raymond Mazzella
- 504 Pedro Lemos
- 500 Anemone Bennett

**4 BONUS TOTAL: \$4,297,391**

**WORLD'S GREATEST**  
\$1,884,858

**LEADERSHIP**  
\$1,782,162

**REINSTATEMENT**  
\$64,209

**SA/GA TRAINING**  
\$566,162

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**Mario Chavez**  
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**John Franklin**  
Cohen-Cohen Agency  
Contract Date 12/20/1999  
Qualified May of 2016  
\$1,002,643 of Net ALP



**William Parmeter, Jr.**  
Durhon Oldham Agency  
Contract Date 02/22/2008  
Qualified May of 2016  
\$1,001,871 of Net ALP

## FOUNDERS CLUB

May Qualifiers — Outstanding Producers & PR Representatives:



**Lily Sakai**  
SGA: Cohen-Cohen  
# of Qualifications: 23  
Net ALP: \$88,051  
Ret: 92.1



**Eric LaBossiere**  
SGA: Altig-Orlovic  
# of Qualifications: 1  
Net ALP: \$82,885  
Ret: 93.1



**Michael Trinh**  
SGA: Altig-Orlovic  
# of Qualifications: 1  
Net ALP: \$73,776  
Ret: 89.3



**Max Quasem**  
SGA: Cohen-Cohen  
# of Qualifications: 37  
Net ALP: \$71,246  
Ret: 89.8



**Andrew Hynan**  
SGA: Altig-Orlovic  
# of Qualifications: 1  
Net ALP: \$62,541  
Ret: 80.4



**Dina Boghdady**  
SGA: Altig-Orlovic  
# of Qualifications: 1  
Net ALP: \$49,884  
Ret: 90.4

## DIRECTORS OF THE MONTH



**Sales Director of the Month** ★★ ★

**Phil Bromagen**

Phil had 42.4% growth over May of 2015.



**PR Director of the Month** ★★ ★

**Laurie Onasch**

Laurie is the Top Director for May with 331.1% Lead Growth.



# DON'T WORRY, BE HAPPY!



**Domenico Bertini**  
Executive Vice President  
AIL & NILICO

I have learned that not stressing about the future and focusing instead on the present is a good way to keep a happy attitude.

In general, we are always waiting for something to be happening in the future for us to be happy: buying a new car, a house, getting a promotion etc. But when we finally get what we wanted, our happiness seems to elude us. I felt that way many times in life and in business, especially when I achieved something planned that was supposed to be big. Instead of happiness, I felt almost unsatisfied, unhappy.

I don't know about you, but I have come to realize that happiness is not about getting from point A to point B; it's what we bring about in every day's life and work.

We can almost say that happiness is a learned behavior and those who learn it become optimistic about life, present and future. Just look at some of the top producers who were on stage at the most incredible Convention ever in Puerto Rico. The one thing they had in common was a great attitude about their life and their accomplishments and all of them basically said, "See you next year on

this same stage." These are the champions who have become more productive and more resilient in the face of a challenge because of their everyday happy attitude.

Research already has proven that positive-psychology training and environment creates more productivity among all.

In the book *The Happiness Advantage: The Seven Principles of Positive Psychology*, Shawn Achor says that "Only 10 percent of happiness depends on our external world, the other 90 percent depends on how our brain processes the world. Instead of scanning the world for problems, mistakes, and dangers, positive thinkers focus on things to be grateful for or ways to make the situation better."

Achor offers four tips for training our brain to be happy:

1. Each night, write down three things for which you're grateful. Be specific. Don't just write "my children." Instead, list the funny remark your daughter said at dinner. Gratitude moves your brain onto neural tracks that scan the world for things that make you happy.
2. Maximize your strengths. "We think the best way to get ahead is to focus on our weaknesses and learn how to overcome them," says Achor. "If instead we focused on a strength every day, we would feel more engaged in routine tasks. As your investment in the day goes up, your creativity rises with it. What are you best at? Re-craft a daily task to use that strength."

3. Journaling about recent positive experiences helps you make a connection with the most meaningful parts of your day. "After twenty-one days," says Achor, "our brain starts to connect the dots. It begins to wrap around the things that mean the most, to notice the activities that translate into deeper satisfaction and meaning."

4. Meditate, even if just for five minutes a day. "We all think we need to multitask to be more successful," says Achor, "but if you do two tasks at once, your stress level rises and your productivity level drops for both tasks. Meditation slows our mind down to the present moment."

Imagine what our world would be like if we were all happy and stress free. Of course, we can only imagine. But in reality, having this kind of knowledge and training others to do the same can only make things better. After all, we train to be better sales people, to close better, to get referrals better and so on, so why wouldn't we train ourselves to be happy at what we do as well?

If happiness is a learned skill/behavior, then believe me when I tell you that we could create a cultural revolution and have a company of optimistic professionals achieving what no other company in the world can. Optimism is one of the greatest indicators for performance and success.

If you want to be a top performer, don't worry, be optimistic and happy! 🍀



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